

This is a special edition of *The Bottom Line*, APICS Ontario Grand Valley chapter's monthly newsletter. This edition is dedicated to *Innovation* – our 2nd annual regional conference.

Welcome to *Innovation*

Have you registered for the *Innovation* Conference? Not yet? Well we are taking this opportunity to personally invite and welcome you to attend the *Innovation* Conference hosted by the APICS Ontario Grand Valley Chapter. As a participant, you will be enlightened by our speakers, be networking with fellow members, communicating with a panel of experts, experiencing the vendor exposition, and supporting the APICS passion.

We are excited to welcome you and your guest to our *Innovation* Conference. This is APICS Ontario Grand Valley chapter's 2nd regional conference nurtured by dozens of volunteers. We are thrilled to be able to tell you that there will be over 15 CEO's attending to share their valuable time and experience with us. In addition, there are numerous knowledgeable speakers and generous sponsors and vendors supporting our vision.

The OGV vision for *Innovation* is to bring the attendees high calibre speakers and panel members to share best practices with you and in turn use a portion of the proceeds to assist full-time college students in attaining their CPIM designation. These keen, quick young minds will someday lead our business world. We look forward to watching them flourish.

We are confident that you will truly enjoy this experience as much as we have enjoyed preparing to bring it to you.

Karen Van Denhoff CPIM & Elizabeth Kilgour
Co-Chairs, *Innovation*

***Innovation* Events**

Thursday February 17th 5:30 PM – 9:30 PM	<i>Innovation</i> Kick-off Dinner Professional Development meeting
Friday February 18th 8:00 AM – 4:30 PM	<i>Innovation</i> Conference
Saturday February 19th 9:00 AM – 12:00 PM 1:00 PM – 4:00 PM	<i>Innovation</i> Showcase

***Innovation* Sponsors**



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Innovation Kick-off Dinner

Join us as we kick off **Innovation** with our February Professional Development dinner meeting. Co-hosted with the Hamilton chapter, we look forward to greeting many of our members and friends.

Thursday, February 17th, 2011

Cambridge Hotel & Conference Centre
700 Hespeler Road
Cambridge, ON

Networking: 5:30 – 6:30 PM
Dinner: 6:30 – 7:30 PM
Speaker: 7:30 – 9:00 PM

Guest Speaker: Tom Kingston
Assistant General Manager,
Toyota Motors Manufacturing Canada

Topic: Innovation at Toyota, Then and Now

Tom Kingston, Assistant General Manager of Production Control at Toyota Motor Manufacturing Canada, is responsible for Materials Management, Logistics, and Finished Vehicle Logistics.

Mr. Kingston began his career at TMMC in 1987 as a Specialist in the Production Control Department. By 2001 he had worked his way to Assistant General Manager in this department.

In 2006, he assumed responsibility for Lexus Assembly operations and Corolla Powertrain Division. Tom returned to the Production Control Department in 2008.

Prior to TMMC, he worked for M.D.S. Sciex in Toronto as Material Manager, after graduating from Humber College in 1980.

Tom and his wife Jennifer have two children, and live in Kitchener, Ontario.

Members:	\$50 + HST (\$56.50)
Student Members:	\$40 + HST (\$45.20)
Alliance Partners:	\$65 + HST (\$73.45)
Future Members:	\$75 + HST (\$84.75)

Payable at the door by cash or cheque

To register for dinner only, [click here.](#)
To register for dinner and conference, [click here](#)

Innovation Conference

**Friday, February 18, 2011
8:00 AM – 4:30 PM**

Topic	Speaker
<p>Communication - Your Number One Forecasting Tool Do you know what the demand for your product is going to be? Probably not and given normal forecast accuracy, certainly not very far out into the future. There are a number of tools available to improve a forecast; S&OP, Analytics, enough programs to sink a super-computer. But what is the most important thing you can add to your forecasting toolbox? The ability to communicate clearly, concisely and understandably. In this session we will share thoughts on what is meant by communication skills, how to improve your skills and why this is critically important.</p>	<p>Ed White CPIM CIRM CSCP Bayer Material Science</p>
<p>Design, Manufacture and Deliver Faster than the Competition in a Custom Manufacturing Environment This presentation will discuss how lead times can be reduced in a custom manufacturing environment by reducing waste between departments and how this can become a competitive advantage.</p>	<p>Peter Spitzer Genius Solutions</p>
<p>Does MRP have a Role in a Volatile Marketplace? MRP was designed in a time where suppliers wielded the power to determine lead times and supply chain rules. Today's markets see customers with the power, demanding shorter lead times, vendor managed inventories, rapid response, schedule sharing, and providing a volatile forecast (if any at all). This presentation will outline planning strategies to break dependencies at key points in a supply chain, making it easier to respond to changing customer needs, while increasing inventory performance.</p>	<p>Peter Milroy CMS Montera</p>
<p>Linked: The Desire to be Connected A joint presentation with Gerald Ford and Elizabeth Kilgour, this session highlights the contrasts between the Boomers and the New Generations.</p>	<p>Gerald R. Ford CSCMP Cambridge Solutions</p>
<p>Linking S&OP to your Execution Plans S&OP is really only effective if you can execute the plans that come out of it. This is where many organizations struggle. They adjust the production plan in the S&OP meeting, but fail to align the organization to the changes. The secret is linking your S&OP to the Master Production Schedule. Rich has witnessed the benefits that several large multi-national organizations have achieved when they are able to control their business using S&OP. He will share with you fundamentals to ensure that your S&OP process is linked to both your MPS and the Material Plan, even if you are using lean production techniques. This will provide the control Executives need to use S&OP to manage their business in changing times and ensure the S&OP plans become a reality.</p>	<p>Rich Wamsteeker CPIM CSCP PMP DBM Systems</p>
<p>Marketing "ME" Marketing "ME" for the newer members that have completed their education we intend on introducing the information about taking your skills to market. What's in demand and why... how can newer employees entering the market get noticed and continue on a path of success by engaging in a lifelong learning philosophy?</p>	<p>Helen Jowett CHRP MBA McDonald Green</p>
<p>Package Yourself for Success In the highly competitive world we live in, you need to have an edge. You can gain that edge when you know how to package yourself for success. In this presentation you will hear about the things you need in that package: the Art of Feeling Good; the Art of Looking Good; and the Art of Sounding Good. This is powerful information to help you to be successful in all you do.</p>	<p>Judy Suke DTM Triangle Seminars</p>

Topic	Speaker
<p>Planning for Success There are ways to plan to be a success; people do not become successful by accident. They make efforts everyday in order to move forward and be a success. Anyone can learn these efforts and do the same thing.</p>	<p>David Wiebe Navistar Canada</p>
<p>Productivity and the Link to Skills Development: What is the connection? What does it mean for your supply chain? Recent studies from organizations including the Canadian Council on Learning and the Conference Board of Canada indicate that productivity can be increased by skills upgrading of current employees. Research has indicated that there are tremendous gains that can be made through enhancements related to the essential skills, and literacy. This session will explore the work of the Council as it relates to the development and use of occupational standards as a means to identify skill requirements within your organization, and leverage the development of those skills to increase your ability to compete. Individual perspectives as well as those related to your organization's workplace will be explored. Time permitting, this session will link skill development to succession planning within your organization, through an exploration of the Council's recently released Recruitment and Retention Toolkit</p>	<p>Kevin Maynard CAE Canadian Supply Sector Council</p>
<p>Road to Vendor Managed Inventory The 'Road to Vendor Managed Inventory' presentation provides a step-by-step approach to establishing this labour saving process. We will review the methodology from concept to completion, so that you may start your journey toward successful implementation.</p>	<p>Sandra Cater CPIM CIRM CSCP ABB Inc.</p>
<p>S&OP Primer Does your organization seem unable to coordinate your execution plans and your sales activities? Do you struggle with communicating goals across your organization? Does it seem like the minute you put a plan together someone wants to change it? A formal S&OP process has helped many organizations improve both their communication and execution. Doug has experienced the benefits of S&OP both from an operations perspective, and through the work he's done with several large multi-national organizations in implementing S&OP. He will help you gain an understanding of S&OP and where it fits in your organization. He will also share the essentials of a good S&OP process, how to get started, and some of the pitfalls to look out for.</p>	<p>Doug Dedman CPIM PMP DBM Systems</p>
<p>Using Project Management Methodologies Projects happen every day in the manufacturing world. This session will highlight how using project management disciplines will help to ensure your project's success. Case studies of different types of projects will be reviewed. Areas covered will be planning, risk analysis, communication etc.</p>	<p>Marg Pearson CPIM PMP Pearson Consulting</p>
<p>We Cracked the WIP - a Hematite Success Story Hematite Manufacturing, a company specializing in using recycled materials in four processes, injection molding, extrusion, compression molding and thermo forming, faces challenges in maintaining information accuracy due to the volatility of some of our raw materials. Our project team implemented Work Cell Reconciliation on our shop floor which has helped us isolate and measure many of the variables that the production process introduces that affect our inventory accuracy. We will highlight the project's scope, the implementation challenges and the benefits gained by Cracking the WIP.</p>	<p>Carey Brett, Craig Hunter Hematite Manufacturing</p>
<p>Your Craft, Supply Chain Management and World Peace When you're on a late night call across several time zones, struggling to understand the accent of your foreign colleague as you work through delivery or quality issues, you're actually helping make the world a better place for us all. Duncan steps away from his usually technical presentation format and steps onto a philosophical platform. Stemming from his 40 plus years of supply chain work in over 30 countries, Duncan explains how the expansion of the global supply chain is the leading contributor to the narrowing of global conflict.</p>	<p>Duncan McLeod CFPIM CSCP DBM Systems</p>

Topic	Speaker										
<p>Your Inventory Investment</p> <p>The headlines in recent newspapers tell us that the connection between inventory and cash flow has become a priority issue for companies around the globe, as Supply Chain executives look to minimize inventories as a way of generating cash, in a world of uncertain credit markets and borrowing rates.</p> <p>This session will offer insight into how inventory ties up capital that could otherwise be used to manage and improve the supply chain. We will review some real-world examples of companies that have recognized the connection and have taken steps to effectively free-up cash by reducing inventories. These examples will form the basis for discussion on effective strategies for permanently reducing inventory throughout the supply chain.</p>	<p>Pamela Somers CPIM CIRM CSCP Saw-Whet Solutions</p>										
<p>Your Supply Chain Professional Image</p> <p>This presentation offers lively and insightful information on new and emerging issues surrounding “Professional Image” and how APICS members can use this personally and in the workplace. It details how professional image speaks volumes about the person you are, but also who you CAN BE or what you CAN ACCOMPLISH. It describes your abilities, technical competence, social skills, strong character, and integrity. It also shows your commitment to your company, your team and YOUR PROFESSION. We discuss the elements that comprise a professional image and eliminate myths. Impression Management and Positive distinctiveness are explained and how there are myriad personal and organizational benefits (career advancement, client satisfaction, better work relationships, better group cohesiveness, and fulfilling work days), through a “FIT” professional image. We cover how you can determine what your ‘image’ is, how to fit it, and the various hard and soft skills required for a professional image. We cover emerging skills STRICTLY FOR SUPPLY PROFESSIONALS (Diversity Awareness, Networking and even Responsible Procurement) which are having an impact today! Finally, we wrap up the session by covering the best resume format for Supply professionals, interviewing tips, how to best negotiate an employment offer, and best of all...how to develop “BRAND YOU!”</p>	<p>Tim Moore Tim Moore & Associates</p>										
<p>Panel of Experts – Ask the CEO</p> <p>Don't get much of a chance to interact with the “big boss”? Well here's your chance. Back by popular demand, "Ask the CEO" panel members share their knowledge and experience with attendees.</p> <p>Join us for an open forum with some of the region's chief executives.</p> <p>Panel members:</p> <table data-bbox="186 1346 1101 1482"> <tr> <td>Duncan McLeod</td> <td>DBM Systems</td> </tr> <tr> <td>Bud Norman</td> <td>MTD Products</td> </tr> <tr> <td>John Pavanel</td> <td>Hematite Manufacturing</td> </tr> <tr> <td>Dr. John Tibbits</td> <td>Conestoga Institute of Technology and Advanced Learning</td> </tr> <tr> <td>Robin Todd</td> <td>Marks Supply</td> </tr> </table>	Duncan McLeod	DBM Systems	Bud Norman	MTD Products	John Pavanel	Hematite Manufacturing	Dr. John Tibbits	Conestoga Institute of Technology and Advanced Learning	Robin Todd	Marks Supply	<p>Panel of Experts</p> <p>Moderator: Doug Dedman DBM Systems</p>
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<p>Panel of Experts – The Job Market</p> <p>What's the job market like for supply chain and operations management professionals? What's out there? Who's out there? What are they looking for? While we cannot bring the jobs to you, we brought industry experts who will be happy to share their knowledge and experience in their respective areas of expertise.</p> <p>Ask your questions in this open forum. The experts have the answers!</p> <p>Panel members:</p> <table data-bbox="186 1787 1101 1898"> <tr> <td>Dwayne Hihn</td> <td>President, Manitoulin Global Forwarding and Warehousing Division</td> </tr> <tr> <td>Helen Jowett</td> <td>CEO, McDonald Green</td> </tr> <tr> <td>Lloyd Longfield</td> <td>President, Guelph Chamber of Commerce</td> </tr> <tr> <td>Kevin Maynard</td> <td>Executive Director, Canadian Supply Chain Sector Council</td> </tr> </table>	Dwayne Hihn	President, Manitoulin Global Forwarding and Warehousing Division	Helen Jowett	CEO, McDonald Green	Lloyd Longfield	President, Guelph Chamber of Commerce	Kevin Maynard	Executive Director, Canadian Supply Chain Sector Council	<p>Panel of Experts</p> <p>Moderator: Doug Dedman DBM Systems</p>		
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Lloyd Longfield	President, Guelph Chamber of Commerce										
Kevin Maynard	Executive Director, Canadian Supply Chain Sector Council										

Innovation Vendor Exposition

Our Vendor Exposition welcomes the following organizations and associations to **Innovation**. Something for everyone!



APICS The Association for Operations Management is the global leader and premier source of the body of knowledge in operations management, including production, inventory, supply chain, materials management, purchasing, and logistics. Since 1957, individuals and companies have relied on APICS for its superior training, internationally recognized certifications, comprehensive resources, and worldwide network of accomplished industry professionals.



The Canadian Supply Chain Sector Council brings together partners in the supply chain sector to develop solutions to the human resource challenges faced by stakeholders. A multiplicity of tools and resources can be accessed at www.supplychaincanada.org.



The Canada's Technology Triangle Chapter of PMI (Project Management Institute), a non-profit professional association, serves as a resource and knowledge base for the advancement of all project management professionals in Canada's Technology Triangle. For more information, go to www.pmi-ctt.org.



Sabre ERP and IT Solutions

Sabre specializes in providing professional ERP and IT solutions to distribution, discrete and process manufacturing, assembly, contractor, construction and project oriented organizations.



Conestoga Institute of Technology and Advanced Learning

Certification and Speciality courses offered through the School of Business and Hospitality Continuing Education Department - flexibility and easy access to courses throughout the year, facilitated by APICS recommend instructors"



DBM Systems Inc.

DBM Systems is a supply chain consulting group from Cambridge, Ontario. For 30 years, we've been helping global manufacturers and distributors become industry leaders.



The BrandMark Group

BrandMark specializes in Promotional Products and Services, Recognition and Rewards programs, Thank You's for Customers and Employees. Give us a call - Promotion Works! 519-576-9741



Spanner Imports

SPANNER's Kitchener store has become a destination location for many women in the Kitchener, Waterloo area. The contemporary custom-designed environment showcases the complete range of each seasonal Collection. It highlights SPANNER's ageless appeal that is sure to capture the fashion-savvy customer.



Hematite Manufacturing

Hematite Manufacturing discovered unique ways to manufacture high-quality products for the automotive industry using much of the waste that was destined for landfill sites. Today, we're a dynamic, full-service, Tier 1 and Tier 2 supplier committed to engineering and manufacturing world-class, recycled products.



Genius ERP Solutions

Genius™ Solutions delivers manufacturing and job management solutions for the unique requirements of small to midsize make-to-order, engineer-to-order, custom and discrete manufacturers.

Innovation Showcase

Saturday, February 19, 2011

9:00 AM – 12:00 PM

1:00 PM – 4:00 PM

We are pleased to present **Innovation's** newest addition - the **Innovation** Showcase - on Saturday, February 19th 2011 at the Cambridge Hotel & Conference Centre. These high-calibre presenters have joined us to offer a unique opportunity to attend half-day workshops on supply chain management and professional development topics at a more in-depth level.

Seating is limited, so register now! All half-day workshops are \$99 (plus HST). Whole-day workshops are \$198 (plus HST) and are payable in advance. To register for the **Innovation** Showcase [Click here](#).

Time	Topic	Speaker
<p>9AM – 4PM (Full day)</p>	<p>Customer Focused Supply Chain Management</p> <p>APICS is pleased to announce a new, one-day course for professionals in functions that support the supply chain (for example sales and marketing, accounting, information technology, and senior executives).</p> <p>The class will provide an insider's view of supply chain management. It offers fundamental knowledge of the functions of SCM and is designed to quickly and effectively educate team members who interact with or support supply chain activities, helping to increase efficiency and generate ideas for improvements.</p> <p>After this course, participants can more fully contribute to the cross-functional and interorganizational processes of a successful supply chain. Further, the class leads participants and others in their organizations to the APICS Certified Supply Chain Professional (CSCP), Certified in Production and Inventory Management (CPIM), and other APICS programs.</p> <p>The course strengthens the entire team and fosters appreciation of a properly structured and managed supply chain. Participants in this program will:</p> <ul style="list-style-type: none"> • Learn the basic terminology used in SCM and be able to more effectively communicate with SCM teams. • Understand the basic elements of SCM and how improvements in processes and communication can lead to increased overall customer satisfaction and profitability. • Be more fully integrated as a part of the team supporting the increasingly important SCM function <p>Workshop cost: \$198 + HST</p>	<p>Pamela Somers CPIM CIRM CSCP</p>
<p>9AM – 12PM</p>	<p>Understanding Yourself and Others</p> <p>When you understand the knee-jerk responses that control your actions and reactions and those of others, you can create success all around you.</p> <p>Both in your home, and in your business world, the information in this session will enable you to find peace and harmony. You will be able to use the knowledge to motivate yourself and others and create the results you want.</p> <p>Workshop cost: \$99 + HST</p>	<p>Judy Suke DTM Triangle Seminars</p>

Time	Topic	Speaker
9AM – 12PM	<p>Managing Time for Success</p> <p>What is time worth? How much do you value your time? What is time management and why is it important? Do you want to know the truths about time management and Tyranny of the urgent...</p> <p>In this workshop participants will increase their personal productivity and efficiency levels and reduce their workload through the acquisition of a set of proven time management tools and techniques.</p> <p>Workshop cost: \$99 + HST</p>	<p>Dave Hagel CHRP High Performance Human Resources</p> <p>Ben Cornell CA CHRP Ward & Uptigrove</p>
9AM – 12PM	<p>Innovate: Five Steps to Get Better Results with Reduced Resources</p> <p>In this entertaining and practical program you will discover:</p> <ul style="list-style-type: none"> • The 5 key principles on which to base your Innovation process • A 7-piece tool kit to generate dozens of new ideas in minutes • How to recognize the two types of problems and handle them appropriately • How to know which question to ask and when (yes there are dumb questions) <p>Workshop cost: \$99 + HST</p>	<p>George Torok Power Marketing</p>
1PM – 4PM	<p>Guide, Energize and Excite Your Employees</p> <p>In this highly entertaining and interactive workshop, Judy Suke shares information to help you to create harmonious relationships.</p> <p>Lead so that others want to follow. Guide, energize and excite your staff. Handle your management role with ease.</p> <p>Workshop cost: \$99 + HST</p>	<p>Judy Suke DTM Triangle Seminars</p>
1PM – 4PM	<p>Dynamic Communications</p> <p>Studies indicate that 75 per cent of all communication is verbal – talking and listening. This workshop provides participants with the tools to become more effective verbal communicators.</p> <p>Participants will explore a communications model and learn a variety of tools and techniques on how to identify and overcome barriers that impede good communication.</p> <p>Workshop cost: \$99 + HST</p>	<p>Dave Hagel CHRP High Performance Human Resources</p> <p>Ben Cornell CA CHRP Ward & Uptigrove</p>
1PM – 4PM	<p>How to Deliver Superior Presentations because Inferior Never Wins</p> <p>In this engaging presentation you will discover:</p> <ul style="list-style-type: none"> • The key elements of successful presentations • How to write a more focused presentation in five minutes • How to convey more confidence • Techniques to establish stronger rapport • Body language techniques that speak best for you <p>Workshop cost: \$99 + HST</p>	<p>George Torok Power Marketing</p>

Supply Chain Management

Professional Development

Be Part of *Innovation!*

We're counting down to our premiere event of the year – ***Innovation***. Join us for a rare opportunity to see, hear and network with the industry's finest. Participate in one, two or all three day's events. There's something for everyone. Don't be left behind – be a part of ***Innovation***.

To register, click here.

***Innovation* Volunteers**

We'd like to recognize the many folks who have been working for the past year to bring ***Innovation*** to life. Without these people and their tireless efforts, ***Innovation*** would not happen. Please join us in thanking these people for caring enough to help:

***Innovation* Planning Committee**

Co-chair	Elizabeth Kilgour
Co-chair	Karen Van Denhoff CPIM
Past chair	Louise Beauchamp CFPIM
Finance, Public Relations	Cam DiNunzio
<i>Innovation</i> Showcase, Marketing	Gerald R. Ford CSCMP
Speaker Coordinator	Allen Spira CPIM
Vendor Exposition Coordinator	Mike Shipley
Room Coordinator	Jim Kaufman CPIM
Volunteer Coordinator	Tony Marchesich CPIM
Catering, Marketing	Tim Kumornik

***Innovation* Volunteers**

Cynthia Klassen CPIM CSCP
Kevin Hill CPIM
Sandy Cater CPIM CIRM CSCP
Tracey Lopers CPIM CIRM
Danielle Breese
Kayla Gerry
Lucille DiNunzio

***Innovation* Room Monitors**

Maria Tang-Espinola
Karen Shearer
Long Nguyen
Donna Walker
Abby Niu
Alexandra Villemaire
Laura Oliveira

See you at Innovation!