

The Bottom Line



November 2011

Ontario Grand Valley Upcoming Events

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

Friday, February 3

**Innovation Conference & OGV 50th
Anniversary**

Speaker: Abe Eshkanazi
APICS President
Location: Cambridge Hotel &
Conference Center

Don't Miss November's PD Meeting!

Linking S&OP to Everyday Operations

Speaker: Doug Dedman, DBM Systems Inc.

Date: Wednesday November 9th, 2011

Time: Please see schedule on Page 2





Location:

The Holiday Inn
601 Scottsdale Drive
Guelph, ON

Reservations: [Register online](#)

Reservation Deadline: Friday November 4th, 2011

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

-  [Linking S&OP to Everyday Operations](#)
-  [President's Message – various topics](#)
-  [Innovation February 3rd 2012 – 50th Anniversary
Keynote Speaker](#)
-  [Education](#)

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!!

APICS Canadian District
OGV Chapter: Board of Directors

President:

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DBM Systems Inc.
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Executive VP:

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November PD Meeting

Doug Dedman:

Doug Dedman is a Senior Business Consultant with DBM Systems Inc. For almost 20 years Doug has consulted with global, multi-divisional organizations with a focus on S&OP and supply chain execution. Doug is APICS certified in Production and Inventory Management. He is also a registered Project Management Professional with the Project Management Institute, and received his MBA from the University of Windsor in Windsor, Ontario. Doug has educated hundreds of executives on the benefits of a strong Sales and Operations Plan. His expertise and holistic approach to S&OP have made him a key figure in many successful corporations around the world. Doug is also a sessional instructor at Conestoga College in the school of Business. In his spare time he operates a beef farm in New Dundee Ontario.

Linking S&OP to Everyday Operations: (or Everything I know about S&OP I Learned on the Farm)

Sometimes it feels like the strategic plans in our organizations never get translated into the necessary activities to make the plans happen. S&OP is a critical part of this linkage, but doesn't go down to the finished items that we are going to build or buy. In some cases, this keeps the S&OP process disconnected from the daily decisions that are made on production. During this session, we will look at how to link the output of S&OP link to your master schedule, and also linking your master schedule back to the S&OP plan. We will look at this for Make to Stock, Make to Order and Assemble to Order businesses. We will spend some time looking at real examples where this is working, including the metrics that are important to track your progress.

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 by: Friday November 4th, 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

OGV Rocks

I have just returned from Pittsburgh where I attended the APICS International conference. To say I'm tired would be an understatement, but I'm as energized as I am tired (you figure it out!)

This was the first conference that I have attended in more than 15 years as "just" an attendee. I had no speaking or organizing obligations this time and was able to enjoy the conference to its fullest.

It was a busy 5 days – there was no shortage of things to do and people to see. There were many great presentations offered during the conference on a wide variety of topics. It was great to greet old friends and make new ones. I enjoyed participating in the Scholar / Mentor program and got to meet students from many colleges and universities. I am always amazed at our students' enthusiasm and their knowledge of our industry. They will certainly be joining our workforce in the near future as knowledgeable professionals.

Once again, our region had its share of stars. Rene Gable, a second-year student at Conestoga College and APICS ASC member, finished 2nd in the annual Head of the Class competition. Students are asked multiple choice CPIM- and CSCP-calibre questions, and Rene rose above the field of 60+ students. Pam Somers, our CSCP instructor and an avid volunteer in our chapter, was recognized as APICS Volunteer of the Year for 2010.

The Volunteer Leadership Workshop, geared toward chapter volunteers, preceded the conference. The topics during that day lend themselves to chapter management, updates and new APICS offerings, etc. I sat in on a session called "Motivating Volunteers". I listened to the excellent speakers, and spoke with many of the attendees who were struggling to motivate people to become involved with their chapters. I stopped counting the number of times that the thought "We don't have that problem in OGV" crossed my mind. It made me very proud to be a member of this chapter and it's because of all of you who take the time to make this chapter as good as it is.

Being one of 2100+ attendees was great. Representing OGV at the conference was even better. Because of you, we are an ongoing success story

Approaching 50

I "graduated" from being a keypunch operator to being a teletype operator. Handwritten messages were typed into the teletype machine, which generated perforated tape. That was then fed into a reader that dialled the specific destination. A 25-word teletype message took approximately 3 minutes to transmit – and that was considered cutting edge.



IBM 029 keypunch machine

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President's Message

Louise Beauchamp, CFPIM, President, APICS OGV
Continued from Page 3



Since I knew how to operate a teletype machine, my employer thought that I'd have no trouble learning how to operate their latest machine – the computyper. (The word “computyper” is so old that it has fallen out of the dictionary.) This was a typewriter that generated the same type of perforated type as the teletype machine, which was then sent via courier to the Data Processing department across the country. I had a bin of Kardex-like cards beside me, and I'd select a card for the vendor, feed it into the computyper, and it would “automatically” type the vendor's name and address onto a 6-part purchase order form. Think of this as a paper version of a macro or a google search.

I was considered an excellent computyper purchasing clerk because I could type 3 (yes, three) purchase orders per hour into the computyper.

I Remember When ...

“... Portable telephones were big boxes that came with a shoulder strap so that you could carry them around, and weighed several pounds. We were usually 3-for-10 on successful calls most days.”

... Pittsburgh conference attendee

Here's How You Get Involved and Celebrate with Us

While we're all counting down the days to our 50th anniversary 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

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.

***Innovation* February 3rd 2012 - 50th Anniversary Keynote Speaker**

We are thrilled to announce that **Abe Eshkenazi** CSCP CPA CAE, Chief Executive Officer of APICS located in Chicago, has agreed to join us at our 50th anniversary dinner on **Friday February 3rd, 2012** as our keynote speaker. Abe has also graciously agreed to be a member of the "Ask the CEO" panel during the conference.

The Call for Speakers was once again a success – many talented speakers have answered the call and will be helping us continue ***Innovation***'s success. Watch our web site for our speaker roster, which will be announced in the next few weeks.

This is an event you do not want to miss. ***Innovation*** is proud to include many industry experts and CEO's who are ready and willing to share their knowledge and experience with us. Registration is now open! Register early and save on conference registration. Paid registrants will have the opportunity to see the presentations well before the conference. To register, go to <http://www.apicsogv.org/registration.php>.

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. Several chapter presidents from the Canadian District will also be attending. This is a premier event for networking with friends new and old.

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

Elizabeth Kilgour

Chair

Innovation



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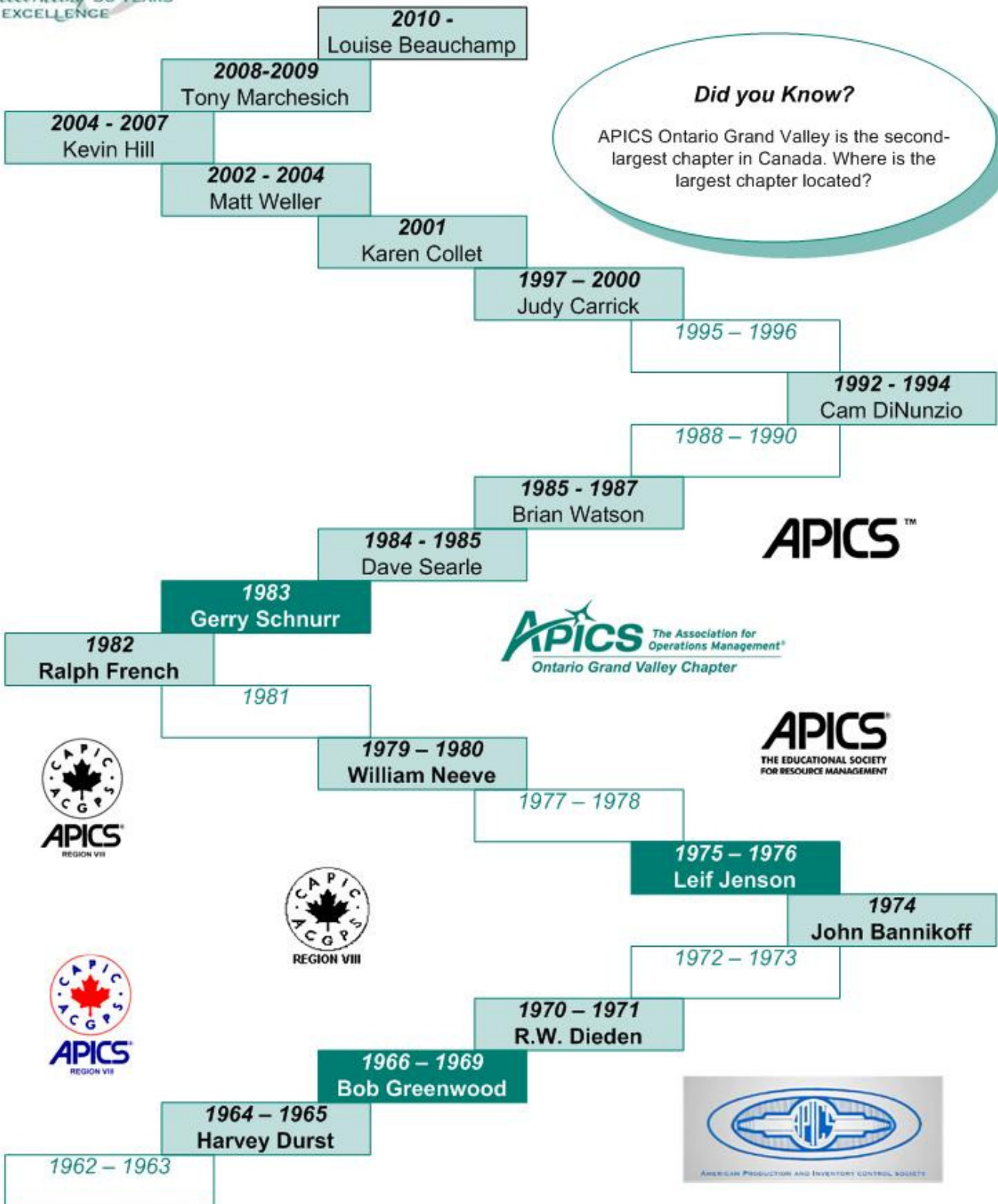
Please Note: The APICS OGV has been invited to participate in THE BRICK'S REWARD PROGRAM. This entitles any APICS member to take advantage of Corporate pricing at the Kitchener Brick located by Sports World Drive only.

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.



Approaching 50 ...

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



Did you Know?
 APICS Ontario Grand Valley is the second-largest chapter in Canada. Where is the largest chapter located?



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](#).

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

November 2011

ASC Happenings

We would like to welcome the new additions to our Board of Directors this semester! Colin Andrews, Ya Li Hou, Sundip Jalaf, Courtney Moonen, Rebecca Stuart, David Rogers and Jamie Wagler.

November PD Meeting

Join the OGV chapter at the Holiday Inn in Guelph on November 9th. The topic of this PD meeting is “Everything I know about S&OP I Learned on the Farm” with Doug Dedman of DBM Systems Inc.

Resume Binder

We will begin accepting resume submissions via Angel on November 14th. Ensure you get your resume in prior to November 28th to ensure it is included in the binder that is distributed to over 100 companies! If you would like assistance with your resume the college is offering a total of 5 resume workshops prior to the November 28th deadline. These can be booked through Student Portal—>Services—>My Career—>Career Events.

Mentorship Program

Are you involved with the mentorship program? If not, take advantage of growing your network and making contact with someone who can be a valuable resource to you. Please contact Tracey Lopers if you are interested in this program.

Fall Survey

Keep an eye out for our Fall Member Survey this month! There will be a prize draw for those who participate with prizes of 1 HP Printer and 1 \$10 Tim Card.

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

Fastenal Tour

In October APICS ASC held a plant tour at the Fastenal distribution center in Kitchener. This was an excellent opportunity to learn about their operational process and best practices they have implemented. Our gratitude goes out to Fastenal for holding this tour for the students of our chapter.

Keep an eye out for more great tours, including RIM on November 2nd.

Important

Dates:

- November 2nd:
Research In Motion
Plant Tour, 3:30 PM.
- November 9th: APICS
OGV PD Meeting, reg-
istration now availa-
ble at
www.apicsogv.org
- November 12th:
Student Symposium,
registration available
on APICS Angel Page.
- November 14th:
Resume Submission
Begins for Resume
Binder
- November 28th:
Resume Submission
Deadline for Resume
Binder

Contact your ASC Board of
Directors at:

APICS@conestogac.on.ca

OR

Via the Angel
Communication Page