

APICS 2007 Conference & Expo

One of the Top 10 Sessions at Conference

Sorting Out S&OP

If there's one topic that has dominated the APICS 2007 Conference & Expo, unquestionably it is sales and operations planning (S&OP). Everyone's talking about it—and for good reason. S&OP can help business leaders pave the way to heightened performance via effective information sharing.

John E. Boyer Jr., CFPIM, spoke to a standing-room-only crowd about “S&OP street smarts stuff,” specifically, hands-on, pragmatic S&OP checklists. During his session—Sales and Operations Planning: Who does what by when?—he discussed keys to success, specific roles of the players, and typical S&OP timeframes.

“It usually takes about six S&OP cycles before people know what their roles are supposed to be,” he said. “However, everyone has to show up and learn.”

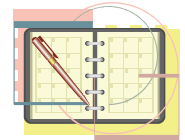
In order to achieve that straightforward, yet seldom attainable, goal, Boyer recommends publishing an S&OP company calendar that clearly shows responsibilities, due dates, and all the people expected to be involved.

His three additional keys to success include the following: First, the S&OP process must be fed with flawless data. Secondly, it must be a one-plan process, meaning, the information used in the S&OP meeting should be linked to the enterprise resources planning process and the plant, and everyone must use the same data.

“There should be no debate ...no chance that anyone is going to have a different number,” Boyer said. “The S&OP document should be embraced as the key document to run the business.”

Lastly, top managers have to be involved; however, if they aren't, Boyer advocates beginning the process nonetheless. “It's much easier to get them on board if you have something to show,” he said. “S&OP is not for the faint of heart. Deal with it. Have courage.”

John E. Boyer, President, J.E. Boyer Company Inc. www.jeboyer.com
Past President, Salt Lake APICS Chapter



Weber State APICS CPIM
Certification Classes
see Page 3 for dates

January 10, 2008

Lunch and Learn

Webinar Series Session 3
Replenishment / Re-Ordering
Systems

February 6, 2008

Lunch and Learn

Webinar Series Session 4
Focus on MRP Fundamentals

February 20, 2008

Plant Tour—Logan, UT

March 13, 2008

Supply Chain Seminar

Amy Jerabek

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NAPM - UTAH

March 13, 2008

PDM

Co Sponsored by

NAPM - UTAH

April 16, 2008

Plant Tour—Ogden

May 21, 2008

PDM

Top Management Night



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Out With The Old – In With The New

President's Report – December

By Merri Rich – President, Salt Lake Chapter of APICS

“Make new friends, but keep the old. One is silver and the other gold” were in the lyrics of the song we sang in Girl Scouts. In my 22 years of APICS membership, I have made lifelong friends that are definitely gold. I have had the opportunity to serve on the board of directors of the Salt Lake Chapter for at least 8 years on different occasions in different capacities.

It has been my pleasure to serve the Salt Lake Chapter of APICS as your President for the past 18 months. I have been asked to join the staff of the newly formed Pacific Western District of APICS. In this new role, I will work with the Salt Lake Chapter and eighteen other chapters in the Western US. Although I will not completely disappear from Chapter management, **I will be passing the Chapter presidential baton to Grant Dalton.** Grant has served the Chapter as Executive Vice President for the past 18 months and will do a great job as President. Please join me in welcoming and supporting Grant in this important endeavor.

We need to continue to hear from YOU! Don't wait for this year's formal Member Survey to tell us what you need from your chapter! Your feedback will help you get the most from your membership and we don't know what we don't know!

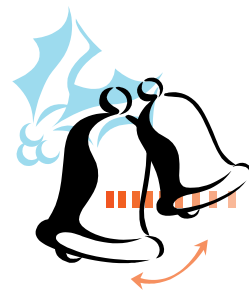
Call for volunteers. Volunteers are always needed and appreciated. If you have questions about involvement, or would like to serve your chapter, whether in an on-going role, or to assist with a one time event, please contact me at merri.rich@infor.com, or call 801-244-9273.



Happy Holidays
from your
Salt Lake Chapter Board



Materials Management Fundamentals Lunch and Learn Webinar Series



This series of one hour Webinars are designed to develop a good basic understanding of the presented topics, resulting in closer understanding and communication among all departments in a manufacturing business. The sessions are suitable for newcomers to Operations and Materials, those not working directly in Materials Management, or as a refresher for seasoned Operations and Materials Professionals. The concepts and terminology used come from the APICS Body of Knowledge.

Webinar Technical Requirements: High-speed (no dial-up) Internet Connection
WebEx will be used and requires a small local download **Time: 12:00 – 1:00p.m.**

Dates: **Session 3 – January 10, 2008** **Session 4 – February 6, 2008**

Weber State plans to begin the following APICS CPIM certification training classes in January 2008.

Master Planning of Resources

Tuesdays, 5:00 - 8:00 PM
January 8 - March 11, 2008
ThermoFisher (Hyclone)
925 W 1800 S
Logan, UT 84321
Members: \$495.00
Non-members: \$570.00
Books are included with the cost of the course.
Instructor: Cole Westergard

Master Planning of Resources

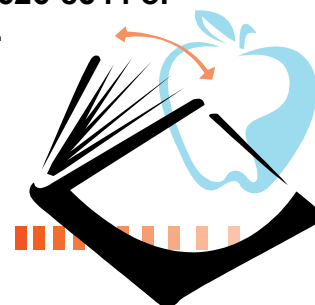
Wednesdays, 4:30 - 7:30 PM
January 9 - March 12, 2008
Schiff Nutrition
2002 S 5070 W
SLC, UT 84104
Members: \$495.00
Non-members: \$570.00
Books are included with the cost of the course.
Instructor: Cole Westergard

Execution & Control of Operations

Thursdays, 5:00 - 8:00 PM
January 10 - March 13, 2008
Barnes Aerospace
1483 W 2550 S
Ogden, UT
Members: \$495.00
Non-members: \$570.00
Books are included with the cost of the course.
Instructor: Cole Westergard

Registration for these courses can be
completed at www.weber.edu/ce/pd .

For further information please contact
Kathy Rivera at 801-626-8544 or
krivera@weber.edu .



**The Association
for Operations
Management**

Salt Lake Chapter

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Who We Are:

APICS is a not-for-profit international educational organization respected throughout the world for its education and professional certification programs. APICS' certification programs, training tools, and networking opportunities increase workplace performance.

What Can Your Chapter Do for You in 2008?

We want to hear from you! APICS is about networking and sharing of challenges and successes, as well as educating those in Operations Management. Please tell us what YOU need from YOUR chapter by contacting me at Merri.Rich@infor.com



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