



September 2011

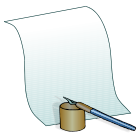


www.apicsutah.org

PRESIDENT'S MESSAGE

By Kris Baird

2011-12 Salt Lake Chapter President



Welcome to the beginning of the 2011 – 2012 APICS Salt Lake Chapter year. Our new Board of Directors have been hard at work this summer to plan the high quality of education and professional programs that you've come to expect from the Salt Lake chapter. We have a great mix of Board Members this year: We have several new members, as well as some familiar faces in new jobs. We're looking forward to making 2012 an exceptional year.

Did you know that over 38% of our chapter membership is certified in CFPIM, CPIM, CIRM, or CSCP?

This is a huge accomplishment for our chapter and its dedicated group of instructors. Your Chapter will continue to offer top-notch expert speakers at our Professional Development meetings, along with excellent networking opportunities with supply chain experts.

APICS Certifications have set the standard in the supply chain in-

dustry, and we continue to offer CPIM and CSCP Certification courses on a regular basis. Speaking of classes, our next round of both CPIM and CSCP classes begin in September. See our education section of this newsletter for details, and register soon as spaces are limited.

As I begin this year, I ask the support of you, our members and the community at large, to assist us in making the APICS Salt Lake Chapter once again an exemplary chapter. The entire Board and I are here to serve you, our members, and my passion for this organization is to give back to the community, foster education, and groom the students who represent our next generation to follow in our footsteps as we inspire minds and shape lives.

I hope that this year will be rewarding for all of you, and both I and the entire Board look forward to meeting you at an upcoming event.

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Upcoming Events:

October 19th: Professional Development Dinner Meeting at the famous Maddox Ranch House in Brigham City, featuring "Sourcing for Fun", Supply Chain in the Thrill Ride Industry.

November PDM: TBD

Calendar of Events also on www.APICSUtah.org

OCTOBER 2011
PROFESSIONAL DEVELOPMENT MEETING
MADDOX RANCH HOUSE, BRIGHAM CITY
KEVIN J. ROHWER
"SOURCING FOR FUN & PROFIT"
WORLD-WIDE SUPPLY CHAIN MANAGEMENT IN THE
THRILL RIDE INDUSTRY



Come and participate in a thought-provoking discussion of a Utah company making a living out of creating fun!

Kevin Rohwer will talk about the transition of S&S Worldwide, which in 2006 was non-competitive and

nearly bankrupt. Since 2007, annual sales have grown from \$7-\$10 million to \$43 million in 2010— a 400%+ growth rate. S&S's success has largely been through global sourcing and new product development; S&S's ability to meet customer needs around the world has been the leading critical success factor for its growth since 2007.

Kevin is Vice President, Sales and Marketing for S&S Worldwide, overseeing strategic supplier sourcing, all ride product sales, and new product development (R&D). His duties includes contractual negotiations with land developers, investment entities, and owners/managers of amusement parks and public attractions around the world, developing site-specific ride proposals and aligning sources of financing with payment terms, obtaining steel and other supplies, and engaging internal and external engineering and other technical specialists.

Kevin's presentation will be about S&S, their experiences with European and Chinese sourcing, their contract negotiations, the company's growth since making international sourcing a priority, and the benefits, potholes, blind corners, and road hazards leading S&S into a joint venture with a Chinese company. Global sourcing has enabled S&S to be globally competitive on not in terms of a world-class product, but on a cost basis as well.

About S&S Worldwide:

S&S has more than 400 roller coasters, high-thrill rides, and family amusement rides in over 30 countries, S&S is one of the international leaders in the creation, innovation, design, engineering, and manufacture of amusement rides and roller coasters— including world records in speed, drops, and ride sensations. From landmark parks to smaller venues, their rides are some of the most celebrated and sought-after on the planet.

It's a fine line between brilliance and madness...

S&S - Launching the next generation of excitement



Date:

October 19, 2011 (Wednesday)

Time:

Social Networking: 5:30PM

Dinner: 6:00PM

Speaker: 6:30PM

Meeting Place:

Maddox Ranch House Restaurant

1900 S. Highway 89

Brigham City, UT 84302

Cost (includes dinner at Maddox's!):

\$25 Members, \$30 Non-Members

Full-Time Students: 1/2 Price!

(Must show valid student ID at the door)

RSVP (please RSVP by 12 October):

Fred Pingel at cfpingel@gmail.com

Or phone: 801-726-1351

OR

Pre-pay and register via PayPal:

Go to www.apicsutah.org

EDUCATION CORNER – “Make it in America”

Book review by Ed Goode, APICS Salt Lake Chapter VP of Education

I've recently had the opportunity to read “Make it in America” by Andrew N. Liveris, Chairman and CEO of Dow Chemical Company. Mr. Liveris also sits on the National Chamber of Commerce and the National Business Roundtable.

In his perspective-changing book, Mr. Liveris calls for a national strategy to revive manufacturing, as he writes about the offers Dow Chemical Company receives to invest in other countries (China, India, Brazil, Germany, Taiwan), and how those offers define the competition that America must meet.

Liveris writes, “Manufacturing, more than any other sector, creates jobs outside its own sector”. “According to the U.S. Bureau of Economic Analysis, of all sectors, manufacturing has the biggest multiplier effect for creating jobs”. Liveris further states, “I'm not interested in restoring the manufacturing sector of old. I'm arguing that we should build a different kind of sector, an advanced manufacturing sector, one that offers high-paying jobs in high-tech, state-of-the-art industries. Industries of the future. Industries that are changing the world. Industries that are changing the way we live in it”.

In Liveris' book a study performed by Kenneth Kraemer, former research director at University of California, is cited which concludes, “the more a company outsourced manufacturing, the more it outsourced the design and development of its products. In other words, manufacturing pulled engineering to the plant”.

The day I finished this book, General Electric announced it was moving all X-Ray headquarters, R&D & manufacturing operations to China. Further, Applied Materials has just built its largest research facility in China and moved its Chief Technology Officer and his family to China as well.

Liveris goes on, “China isn't deciding between growing its manufacturing base or building its innovation capacity. Neither is India or Brazil. These countries don't just offer incentives to attract manufacturing facilities; they offer them for R&D centers too”.

Where manufacturing goes, the ideas follow. I was led to this book by reading an article by Liveris, suggested by Abe Eshkenazi, CEO of APICS, in one of his e-mail postings. It would be worth anyone's time to spend a few hours to read this book, especially those involved with manufacturing and APICS.

I think that your perspective will definitely change, as mine has. Good reading.



APICS Certified in Supply Chain Professional (CSCP)

Who should attend:

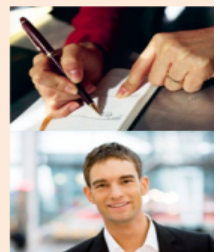
- Professionals seeking in-depth knowledge and understanding of their entire supply chain
- Employees hoping to boost productivity & collaboration
- Innovators promoting global supply chain management
- Managers working to affect lead time, inventory, productivity & bottom line



APICS Certified in Production & Inventory Management (CPIM)

Who should attend:

- Production & Inventory Management -
- Operations -
- Supply Chain Management -
- Procurement -
- Materials Management -
- Purchasing -



Date Management 101

Tip From Contributing Management Education & Consulting Professional

By *John E. Boyer, Jr.*

Forget about all of the new “improvement techniques” that you hear about every day, and begin focusing on the “basics” of solid manufacturing management practices. Date management is one of these. Assuming that most of you use an ERP system or some similar business system to help make inventory, order promising, capacity, scheduling, and other related decisions, proper date management is critical.

Date management means that all sales orders, work orders, and purchase orders have a valid date ... a date that reflects what you really expect to happen. So for starters, there can never be a “current” date that is in the past. For example, if today is Friday, September 16th, a sales order cannot have Thursday, September 1st as its current date. You can’t ship something two weeks ago! The current sales order line date needs to be your best estimate of the truth.

Valid dates allow all of the “math” in your system to work correctly, and it enables people to use system information for answering question regarding when products will ship, when production will be complete, and when material will arrive. It’s very common sense.

Here is some specific detail about date management relative to sales order lines. Work orders and purchase orders have request, promise, and current dates that work in similar ways.

Promise Date: The date that you give the customer at the time of order entry. It states what you think you can do.

- **Request Date:** States when the customer wants to have the product... no matter how unrealistic it is. The request date never changes unless driven by a customer request. There are many ways to determine

this date, but that’s a topic for another day. The promise date never changes unless driven by a customer request.

- **Current Date:** The “system positioner” must always be valid as described above. It drives all of the system math. At the time of order entry, it is the same as the promise date. The current date must be maintained daily, and must always reflect your best estimate of the truth.

To check the condition of your dates do this test on sales orders, work orders, and purchase orders:

- Determine the “system positioner” date (i.e. the current date).
- List all open order lines in ascending current date sequence.
- See how many current dates are earlier than today. If there are a bunch of them, you have a problem ... no ... you have an opportunity for huge improvement in terms of basic high performance practices.

Date management is not easy. It usually requires a company to do some things differently, and requires determination and courage to master it. But we know that proper date management provides a competitive advantage, and is one of the fundamentals that helps build a high performance business. Now that you know this, what are you going to do about it?

John E. Boyer, Jr., President, J. E. Boyer Company, Inc.
jeb@jeboyer.com, www.jeboyer.com

MEMBERSHIP – *Chapter Survey*

Greetings fellow APICS members! This month we are polling the audience to determine what you find important about being an APICS member. In order to bring added value to the chapter offerings, we would like to hear from you now. Please follow this link and complete our September member survey:

<http://slcapics.wufoo.com/forms/apics-membership-survey/>

It's quick and easy, so please don't hesitate. All completed surveys received by 10/21/11 will be entered into a chapter drawing for a FREE meeting, and there will be over \$100 in drawing prizes for participants of the survey. Hope to see you at a future event. If you have any membership questions or general APICS inquiries, feel free to contact us!

WWW.APICSUtah.org

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