

Please make plans on Tuesday, March 9, 2010 to attend the Professional Development Meeting with Ron Ireland (see bio on page 2), principle of Oliver Wight Americas, on the topic “Managing the Extended Supply Chain”.

**PDM Topic presented by Ron Ireland: Managing the Extended Supply Chain: *An Introduction***

Many companies have managed their supply chains to a competitive advantage. Others, noticing the successes of Wal-Mart, Cisco Systems, and Procter & Gamble, among others, are now developing their own supply chain strategies including dedicated departments to focus on supply chain functions (See Figure 1).

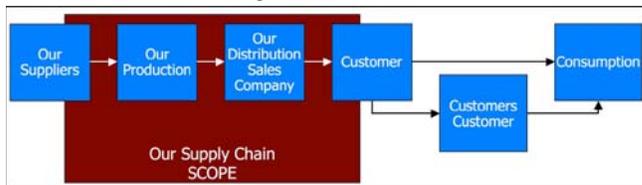


Figure 1

Based on the successes of these and other initiatives, leading companies are now broadening their vision and strategy and are developing “end-to-end” supply chains (See Figure 2). This extended supply chain concept has the companies focusing on their own internal core competencies while looking to outsource their non-core activities, such as manufacturing, to external supply chain partners.



Figure 2

**PDM on Tuesday, March 9, 2010**

Southside Education Center, 2nd Floor, Room E216 4501 E. 47th St South, Wichita, Ks. Attendees should enter on East Side of Building.

Arrive 5:15PM

Buffet 5:45PM

Speaker 6:15PM

Cost **\$15:** Meal & Speaker Presentation:

**No Charge:** Speaker Presentation Only

Parking Parking Lot on East side of building

RSVP Required no later than noon on Monday, Mar 8, 2010.

RSVP online at [apics-wichita.com](http://apics-wichita.com)

email [rsvp@apics-wichita.com](mailto:rsvp@apics-wichita.com) or call (316) 636-8224 and leave message. When making your reservation please provide names, contact phone, member/guest or current APICS student.

## **APICS Wichita Chapter 71 March 2010 Newsletter**



Wichita Chapter of APICS #71



Ron Ireland

Ronald K. Ireland, principal and board member with Oliver Wight Americas, is a globally-recognized visionary to many of today's value chain best practices organizations. He has over 25 years of business process and technology experience with leading companies with a primary focus in Demand and Supply Chain processes for retail, manufacturing, high technology, and aerospace.

He has experience specific to the area of strategic consulting at the executive level. Ron's business experience includes manufacturing, retail planning and distribution, marketing, and consulting. His manufacturing experience at Martin Marietta included achieving six Class A implementations. He then led a 45-person I/S staff on software development projects for store and warehouse replenishment, forecasting, procurement, micro merchandising, labor scheduling, and data mining for Wal-Mart.

### **Presidents Corner by Brian Hickman, Wichita Chapter of APICS**

We had a great turnout for our February PDM at the Southside Education Center. This meeting was a joint one with the Institute of Management Accountants (IMA) and the Institute for Supply Management (NAPM). It is good to get together with other professional associations and learn what common interests that we have. Over 60 attendees heard our speaker, Jim Correll, explain how Lean initiatives can help ERP systems function more efficiently and help companies improve their lead times and lower their inventory levels.

The Wichita Chapter will be partnering with the Wichita Area Technical College to conduct a Certified Supply Chain Professional (CSCP) workshop that begins March 24<sup>th</sup> and runs through May 12<sup>th</sup>. If you have been thinking about getting this certification, this 8-week workshop will present you with the information needed to pass the exam. An added bonus is that this course should be eligible for the tuition reimbursement program at most employers. Further information about this class is available elsewhere in this month's newsletter and on our website.

Our next PDM topic will be "Managing the Extended Supply Chain" on March 9<sup>th</sup>. Our speaker will be Ron Ireland who was a very popular speaker at the APICS International Conference last October. Ron has spoken at 5 of the last 6 conferences, and his audience was standing-room only at this latest conference. I encourage each of you to bring a co-worker.

Please also mark your calendars for our spring seminar on April 14<sup>th</sup>. The topic this year will be "Everything You Wanted to Know About LEAN... But Were Afraid to Ask." This full-day event will be conducted by Tom Schulte, who is one of our most-requested speakers. Further information on the seminar can be found elsewhere in this newsletter or by contacting Brian Ferris (president-elect@apics-wichita.com).

Brian Hickman, CPIM,PMP  
President, 2009-2010  
Wichita Chapter of APICS  
president@apics-wichita.com

## APICS Wichita Chapter 71 March 2010 Newsletter



### CSCP starts March 24

### CPIM ‘Basics SCM’ class starts March 25.

**WATC enrollment:** [https://secure.watc.edu/APICS\\_registration.asp](https://secure.watc.edu/APICS_registration.asp) 6:00-9:45 PM Southside Education Center {customized training) or contact Michelle Ruder at [mruder@watc.edu](mailto:mruder@watc.edu), or phone (316) 554 – 2731.

**CSCP Computer Based Tests available in Wichita & other cities:** Jul 3 – Aug 7 and Dec 4 thru Jan 15, 2011. CSCP candidates must obtain **eligibility** at least two weeks prior to scheduling their APICS CSCP CBT exam.

More info is available from APICS links below:

- [CPIM program](#)
- <http://www.learnscsp.com/info/learnmore.html>
- [APICS CSCP Brochure](#)

[Download a PDF of the APICS CSCP Eligibility Application.](#)

Brian Ferris CFPIM, CSCP, C.P.M. , APICS Master Instructor; each class offered for 2 hours college credit, check your company tuition policy. Enroll at [https://secure.watc.edu/APICS\\_registration.asp](https://secure.watc.edu/APICS_registration.asp) .

Anyone interested in these or attending other APICS workshops are encouraged to contact VP Education Ronald Lunsford, GPIM, CSCP, [vpeducation@apics-wichita.com](mailto:vpeducation@apics-wichita.com), or call 316-641-6291.

### APICS recognizes Wichita Chapter Instructors

APICS launched their Instructor Development Program recently. “The APICS instructor development program increases and enhances APICS instructors’ skills and provides the resources essential ...to deliver the highest quality education... The program consists of three-tiered levels of instructor skill and experience, including Associate, Lead, and Master instructors. Associates are instructors with subject matter knowledge in one to two program areas. Leads are instructors with subject matter knowledge in two to five subject areas and are able to mentor associate-level instructors at the local chapter. Masters are recognized as the most experienced, adept APICS instructors who set the standard for high-quality education.” APICS requires that instructors must complete or demonstrate that they completed the “Train the Trainer” and APICS “Learning Dynamics for Instructors”, as well as have the above subject matter knowledge. IDP is better described at: <http://www.apics.org/InstructorCenter/instructordevelopment.htm>.

Wichita Chapter of APICS is proud of our education program and, as a good indication of the quality of that program, to have several of our instructors recognized. **Brian Ferris, CFPIM, CSCP, C.P.M.** has been awarded a Master Instructor designation for CPIM and CSCP. **Gene Brockmeier, CFPIM, CIRM** was awarded Master Instructor for CPIM. **Chester James, CPIM** was awarded Associate for CPIM, LEAN, and Instructor Development. **Ron Lunsford, CPIM, CSCP** was awarded Associate for CPIM and CSCP. **Jeff Westeman, CSCP**, was awarded Associate Instructor for CSCP and LEAN Enterprise. As you can tell Wichita Chapter was well represented in the about 250 instructors making application under the IDP. Since other applications may be pending or submitted, other Wichita instructors could be recognized in the near future. Bottom line; please check out our chapter educational offerings with the knowledge that you’re receiving great APICS instruction from an excellent instructor. *Continued on page 4*

## APICS Wichita Chapter 71 March 2010 Newsletter



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### APICS recognizes Wichita Chapter Instructors

We want you to get your APICS certification this year. Classes are starting soon at WATC, Wichita Area Technical College. Their easy registration website is: [https://secure.watc.edu/APICS\\_registration.asp](https://secure.watc.edu/APICS_registration.asp). If you need assistance or have questions, please contact Ron Lunsford, [vpeducation@apics-wichita.com](mailto:vpeducation@apics-wichita.com), or call 316-641-6291. THANK YOU!

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### Managing the Extended Supply Chain: *An Introduction by Ron Ireland*

Outsourcing, it must be understood, does not eliminate the ownership of the process. However, it does extend the scope of the supply chain that the company needs to manage. With the extension of the supply chain, companies also have inherited some new "opportunities" to manage, such as:

- Extended lead times
- Increased logistics costs
- Poor customer service levels
- Decreased product quality
- Increased inventory levels
- Trading partner reliability issues

Companies that have outsourced their manufacturing activities to Asia, Africa, and Latin America are now realizing that the benefits of low labor costs have come with a price. This "price" is causing many companies to rethink the strategy of outsourcing manufacturing to these countries. We believe the best way to solve these opportunities is with Class A Management of the Extended Supply Chain which begins with **the three initiatives** featured in this white paper.

**Come to the PDM on March 9th to hear Ron Ireland explain these three initiatives and get your own copy of the white paper!**

## Spring Seminar

**Don't miss our Spring Seminar on April 14th!** *"Everything you always wanted to know about Lean, but were Afraid to Ask"* presented by Tom Schulte.

It seems at times that the business world has become obsessed with *lean* . . . and maybe it has. Ever since Henry Ford invented the assembly line, industrial innovators have constantly focused on improvement through a variety of different manufacturing and operating strategies. *Lean* manufacturing is a manufacturing strategy that works to produce a high level of throughput with a minimum of inventory.

Originally a Japanese methodology known as the Toyota Production System designed by Sakichi Toyoda, *lean* manufacturing or *lean* production, (*which is often known more simply as "lean"*), is a production practice that considers the use of resources for anything except creating value to the end customer to be wasteful . . . and therefore should be eliminated. Looking at it from the customers perspective, "value" is defined as any action or process that a customer would be willing to pay for. Basically, *lean* is the effort to create more value with less work. That simply means identifying "non-value" activities and eliminating them.

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## **Spring Seminar**

### **Everything you wanted to know about Lean, but were afraid to ask by Tom Schulte**

In the end, success isn't so much about applying expensive, complicated *lean projects* as much as it is about creating a *lean culture* where every person in the business understands and applies the basic principles and methods for identifying and eliminating waste. This kind of culture encourages and empowers every person to have a passion for making improvements to their process every day.

So where do you begin? The answer is, you begin with a new understanding of how you look at your everyday activities. You have to ask the question, "*What really adds the kind of value to the customer and to the business that is necessary to survive and grow in these competitive times?*" What does NOT add value or promote growth is wasteful processes and practices. That is where the simple but effective *lean* tools and methods that are needed. They make it possible for everyone in the business to identify and reduce waste. This interactive workshop will clearly teach the foundational understandings and most common lean tools needed for you and your work team to begin applying *lean* concepts to improve your work processes and activities.

Upon completion, you will be able to:

Identify continuous improvement concepts such as *value* and *quality*.

Recognize the significance of processes for continuous improvement.

Recognize the significance of variability.

Understand standard work and its application in the workplace.

Describe the importance of *process adherence*.

Recognize the importance of error proofing.

Understand the 5S methodology and its application in the workplace.

Analyze a value stream to identify work and wait components.

Identify and eliminate waste in your work processes.

Apply learned CI concepts to your job environment.

**Programs Calendar Spring 2010**

9-Mar	PDM	"Managing the Extended Supply Chain"	Speaker: Ronald Ireland Principal Ollie Wight Group
13-Apr	PDM	"How to Stay Positive in a Tough Work Environment"	Speaker: Tom Schulte
14-Apr	Spring Seminar	Everything You Wanted to Know about Lean but were Afraid to Ask	Speaker: Tom Schulte
11-May	PDM	Spring Social & Tour KC135 McConnell AFB	Organizer: Peter Larrabee, Capt USAF AMC 344 ARS/DOV

## Membership Information

Per the APICS Website, we have a total of 186 members of Chapter 71 and a total of 4 New Members since the beginning of January 2010. These new members are listed below. Welcome New Members!

Venkata Satya      N H      Chintalapati

Nahusha      Kumar

Pradeesh      Narayanasamy

Himesh      V      Patel

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Wichita, Ks. 67206

PRSRT  
etc

Name

Company

Zip



*Advancing Productivity, Innovation, and Competitive Success*

*Wichita Chapter of APICS #71*