

# APICS Wichita Chapter 71 November 2010 Newsletter



**Please make plans on Tuesday, November 9, 2010 to attend the Professional Development Meeting with Dan Marino, CPIM, (see bio on page 2), on the topic “Lean Supply Chain Management: A Clear Path to Profit Improvement”**

**PDM Topic: “Lean Supply Chain Management: A Clear Path to Profit Improvement” by Dan Marino, CPIM**

This presentation will focus on the following elements:

- Where the Lean Supply Chain Management Process Begins
- The "Basics" what needs to be in place to begin LSCM
- The Role your systems play in achieving LSCM
- "ERP Optimization" Training and Education
- Required Supplier Evolvement Implementation Processes

We will discuss how to develop and implement a Lean Supply Chain Management processes that will radically streamline your supply chain both internally and externally.

We will discuss the review of your processes from "Order To Cash" and how this will assist in the alignment and synchronization of your flow to:

- Manage inventory
- Reduce cost
- Reduce lead time
- Establish seamless business processes
- Improve on time delivery to your customers
- Increase Profits

This interactive session will provide attendees with how-to-tips for immediate improvement, including a specific outlines and templates for developing and implementing a Lean Supply Chain Management Process.

**PDM on Tuesday, November 9, 2010**  
WATC, 2nd Floor, Room F201, 4501 E. 47th St South, Wichita, Ks. Attendees should enter on East Side of Building.

Arrive 5:15PM

Buffet 5:45PM

Business Mtg 6:15PM

Speaker 6:30PM

Cost **\$15:** Meal & Speaker Presentation:  
**No Charge:** Speaker Presentation Only

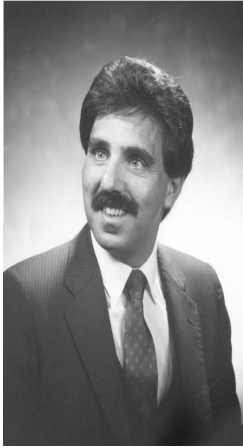
Parking side Parking Lot on East of building

RSVP Required no later than noon on Monday, Nov. 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.

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**Dan Marino**

DANIEL A. MARINO is a Senior Partner of MARINO ASSOCIATES, LLC, a manufacturing consulting firm specializing in ERP/MRP II, Lean/Agile Manufacturing, JIT, TQM, and related consulting and education. Prior to forming Marino Associates, Mr. Marino was Vice President of Manufacturing and Operations with Gerber Technology, Inc., Tolland, Connecticut.

Previous to Gerber, Mr. Marino was a Principal of Helle-Abair Inc., a consulting firm specializing in material control and manufacturing-related consulting and education. Mr. Marino has also held the positions of Director of Manufacturing, for a high tech CAD manufacturer, Director of Materials for a large capital machine manufacturer, as well as Manufacturing Engineering Manager, and MRP II Project Manager for a large capital equipment manufacturer.

A proven worldclass manufacturing executive, Mr. Marino has been fortunate to enjoy a track record of successfully directing the manufacturing activities of world leading companies. He is listed in "*Who's Who in American Manufacturing*".

Dan has more than twenty-five years in materials and manufacturing with experience in ERP, Lean/Agile Manufacturing process, JIT, MRP II, Capacity Planning, Purchasing and Global Procurement. Mr. Marino has planned, structured, developed, and directed company-wide training and education programs on closed-loop, formal manufacturing systems. Mr. Marino has recently completed the implementation of SAP's R3 ERP system in a global environment.

He has lead the efforts of three acquisitions, two in the US and one in Europe. Dan has managed in a multi-plant environment, facilities in the US and Europe. Dan's expertise in facility layout and product flow allowed for the consolidation of plants and major improvements in material flow and logistics.

Dan has a Degree in Business Management. In addition, he has taken extensive courses in Manufacturing Engineering, completed a one-year technical program in Industrial Engineering, and achieved CPIM from the American Production and Inventory Management Society.

As a popular public speaker, Mr. Marino has enjoyed delivering numerous presentations over the years to a variety of professionals and organizations. He is a frequent speaker and educator on the local, national, and international level. He is a past member of the Board of Directors for the Manufacturing Association of Connecticut and a member and former VP of Education/Research of the American Production and Inventory Control Society.

Dan is considered a motivator and is recognized as a leader in his field working with companies such as AT&T, Kodak, GE, Crane & CO., York Air Conditioning, Keeler Brass, Reed & Barton, ADC Telecommunications, and Hussey Seating.

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## Make New Year's resolution to upgrade your certification!

### Spring 2011 Courses at WATC

PIM100 Introduction to Materials Management	Thursdays	Jan 20-Mar 10
PIM105 Basics of Supply Chain Management	Thursdays	Mar 24-May 5
PIM130 Certified Supply Chain Professional	Wednesdays	Jan 26-Mar 9
PIM130 Certified Supply Chain Professional	Wednesdays	Apr 20-Jun 1

## Register now for CSCP prep class; starts 6PM, Wednesday, Jan 26.

**APICS Master Instructor: Brian Ferris, CFPIM, CSCP, C.P.M.**

The Certified Supply Chain Professional (CSCP) course is designed exclusively for supply chain and operations management professionals to provide you with in-depth knowledge/understanding in the areas of supplier and customer relations, international trade, the use of info technology, and physical logistics. Gain the skill sets you need to understand and manage the integration and coordination of activities within today's increasingly complex supply chains. Wichita Area Technical College offers 2 college credit hours. Class fee includes the CSCP Learning System. More info: [Domestic APICS CSCP Certification Bulletin](#). Please also download and complete [APICS CSCP Eligibility Application](#), which is free and required to register for the single CSCP exam.

**Register now at WATC:** [https://secure.watc.edu/APICS\\_registration.asp](https://secure.watc.edu/APICS_registration.asp)

## CPIM prep class registration is open; class starts 6PM, Jan 20.

**APICS Master Instructor: Brian Ferris, CFPIM, CSCP, C.P.M.**

Next class series is Tuesdays 6:00 – 9:30 PM. Certified in Production and Inventory Management (CPIM) class has no prerequisites and is essential for professionals involved in production and inventory control; operations; supply chain management; and procurement. Class covers essential terminology, concepts, and strategies related to demand management, procurement & supplier planning, material requirements planning, capacity requirements planning, sales and operations planning, master scheduling, performance measurements, supplier relationships, quality control, and continuous improvement. WATC offers 2 college credit hours for each of 6 classes.

Reserve your seat now at: [https://secure.watc.edu/APICS\\_registration.asp](https://secure.watc.edu/APICS_registration.asp) For more CPIM info, [Download the APICS CPIM Brochure Now](#). If you have questions or prefer a different day of the week for your class, please contact [vp-education@apics-wichita.com](mailto:vp-education@apics-wichita.com).

## CPIM educational materials increase in price effective Jan 1.

CPIM Participant Guides are \$85, will be \$100 member; \$125, will be \$150 non-member. CPIM - CBT exam \$135, will be \$145 member; \$155, will be \$175 non-member. CPIM Exam Content Manual is \$24, will be \$25 member; \$36 non-member. Please call 316-944-0490 or e-mail [vp-education@apics-wichita.com](mailto:vp-education@apics-wichita.com) to order yours.

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



*Wichita Chapter of APICS #71*

### **Membership Information**

Per the APICS Website, we have a total of 172 members of Chapter 71 and 1 New Member in the last 60 days. This new member is listed below. Welcome!

### **President's Message**

At our October meeting, we recognized a number of award winners (see related story elsewhere in the newsletter). Please join me in congratulating each winner. At the meeting, we enjoyed a presentation by Chester Frame on operating a company globally. He gave us many tips for being successful and warned us of common pitfalls that companies face.

Please join us November 9<sup>th</sup> for our next PDM. Our speaker will be Dan Marino who will be leading an interactive session about developing and implementing a lean supply chain management process.

Chapter Management Excellence is an integral component to enhancing the member experience. Successful APICS chapters provide their members with opportunities for stellar education, career development, and networking.

The APICS Chapter Benchmarking and Recognition (CBAR) program recognizes chapters that have exceeded minimum standards and exemplify excellence in overall chapter management. We are proud to announce the APICS Wichita Chapter received the 2010 CBAR Platinum Award designation, an admirable accomplishment for an APICS chapter.

As a member of a Platinum Award Winning Chapter, the CBAR designation signifies your chapter's commitment to providing an exceptional membership experience.

We appreciate your continued support and hope to see you at an upcoming Wichita Chapter event.

Brian Hickman, CPIM, PMP

President, 2010-2011

Wichita Chapter of APICS



## Programs Calendar Fall 2010 and Spring 2011

Date	Topic	Speaker	Company
Tuesday, December 14, 2010	Plant Tour	N/A	Spirit Aerosystems
Thursday, January 13, 2011	Joint meeting with NAPM	John McKeller	Wisconsin School of Business
Tuesday, February 08, 2011	Integrated Business Planning	Patrick Bettini	Oliver Wight
Tuesday, March 08, 2011	The Power of One Less	Howard Forman	PIM Associates
Tuesday, April 12, 2011	TBD	Robert Fox	TOC Center
Wednesday, April 13, 2011	Seminar	TBD	TBD
Tuesday, May 10, 2011	Plant Tour	TBD	TBD

## **Instructor of the Year—Brian Ferris**

Brian Ferris, CFPIM, CSCP, C.P.M. was selected as Chapter's Instructor of the Year for his hard work and dedication in the classroom. He is a long time Certified Purchasing Manager. He earned his CPIM at the Fellow level and his CSCP in March 2006 --- the first time the CSCP certification test was offered. Brian has been an APICS member for over 10 years and taught many classes and workshops. Brian was recognized as an APICS Master Instructor about a year ago, when APICS introduced the Instructor Development Program. Master is the highest level that APICS awards and Brian richly deserves it.

Last spring Brian taught a CSCP class at Viega LLC in McPherson. We recognized six of his class who earned their CSCP. The other 2 have scheduled their exams for December. Brian taught several classes in Trinidad this year. Brian will teach two CPIM classes at Wichita Area Technical College that will finish in Dec. Brian's next CSCP class {8 weeks} starts next Wednesday, Oct 20 and the next CPIM series starts Thursday, Oct 21. Ladies and Gentleman, the Wichita Chapter is pleased to recognize Brian Ferris as our Instructor of the Year.



## **Volunteer of the Year—Ron Lunsford**

President Brian Hickman, CPIM, PMP presented Ron Lunsford, CPIM, CSCP with the Volunteer of the Year award at the October PDM for his many hours of service to Wichita APICS Chapter. Ron is a 30-year APICS member and has his lifetime CPIM & CSCP certifications. He served on the Wichita Chapter Board of Directors since 1999 as VP Membership, VP Publicity, President-Elect, President, VP Education and recently volunteered to serve as VP Marketing.

I appreciate being recognized by the Wichita Chapter Board of Directors as Volunteer of the Year. One quote goes: “**Education will never be as expensive as ignorance.**” WATC & our chapter have CPIM & CSCP classes starting Oct 20 and 21, respectively. More classes will be offered early next year SO how about you making your New Year’s resolution to earn your certification today --- “**Learn it; know it; USE IT!**”

APICS education is an investment of your time, energy and money; it can be real tough for a young parent to do so but I encourage you to find a way. Some candidates recognize that APICS investment and pay for their own while many candidates qualify for company paid or reimbursed educational materials and testing. Some negotiate their certification expenses as part of their severance. Others, who are between jobs, are utilizing job services to improve their skills and credentials. If you have access to any of those, please take advantage of it.

I earned my CPIM because of a forward thinking President of a small OEM that I joined in 1979. He encouraged me to get my CPIM and the company paid for my membership and testing. My APICS training has served me well thru Administrative, Operations, Plant, and General Manager positions and was a definite asset as a Material Planner/Supply Chain Analyst during Boeing’s DCAC/MRM & I-GOLD implementations. It was invaluable to me as MRP Controller SME as we implemented and operate the Spirit AeroSystems’ SAP system.

Last please be sure to **THANK your company, your boss and boss’s boss for their support.** Find out how an APICS educational offering can help YOUR organization and go for it. Another quote: “If we are not going forward, we are growing backward.”

Thank you for the opportunity to serve YOU! Ron Lunsford, CPIM, CSCP

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## Company of the Year—Viega, L.L.C.

APICS Wichita Company of the Year is Viega LLC. Viega LLC, is a manufacturer and distributor of plumbing and heating products, is a subsidiary of Viega GmbH & Co. KG, located in Attendorn, Germany.

In this current business environment training budgets are one of the first items to get cut. However, smart companies like Toyota and Viega realize that this the perfect time to educate their staff, not when business is so overwhelming there is no time.

Under the auspices of Robert Boots, VP of Operations, we had arguably our most successful CSCP class ever and are following that up with a CPIM class. It is refreshing to see such a positive attitude in such a less than positive environment and as such Viega was the obvious choice for Company of the Year.

On a side note- we will be doing a plant tour of Viega's McPherson operations in May. More on that later.



**Robert Boots, V.P. of Operations for Viega receiving the  
“Company of Year” Award from Brian Ferris**



We wish to congratulate the multiple 5 year award winners in the Wichita Chapter! Thanks for your long term service to our chapter!!

First Name	Last Name	CPIM	CIRM	CSCP	Multiple 5-yr ser- vice
Donald	Amundsen	CPIM		CSCP	30
Chester	James	CPIM			30
Ronald	Lunsford	CPIM		CSCP	30
Ron	Hole	CPIM	CIRM		20
Ronald	Capps	CPIM			20
Brian	Hickman	CPIM			15
Gayle	Stecklein	CPIM			15
Jerry	Kukuruda	CPIM		CSCP	15
Pamela	Heller	CPIM			15
Crystal	Morgan	CPIM			15
Kathleen	Stone	CPIM			10
Delia	Treffer	CPIM			10
Rod	Anderson	CPIM			10
Kimberly	DeWald	CPIM			10
Nancy	Smith	CPIM			10
Michael	Heinrichs	CPIM			10
Jeff	Schmidt	CPIM			10
Karla	Jones	CPIM			10
Vernon	Jones	CPIM			5
John	Hall	CPIM			5
Don	Wendt	CPIM			5
Gia	Hayes	CPIM			5
Brian	Adams	CPIM			5
Steve	Brewer	CPIM			5
Michael	Headley	CPIM			5
Jason	Cattlett	CPIM			5

8509 Brentmoor  
Wichita, Ks. 67206

PRSRT  
etc

Name

Company

Zip



***Wichita Chapter of APICS #71***