



**Please make plans on Tuesday, September 14, 2010 to attend the Professional Development Meeting with Mark Woepfel (see bio on page 2), on the topic “Perfect Execution: a Solid Foundation for Ongoing Improvement”.**

**PDM Topic:** “Perfect Execution; a Solid Foundation for Ongoing Improvement” by Mark Woepfel

**Objective:** Attendees will learn the elements required to create a consistent delivery process that is integrated with a larger strategy of improving organizational performance.

**Attendee Benefits:**

1. Keys to consistent on time delivery
2. How to use buffers in execution
3. The necessary processes to produce good delivery performance

**Summary:** To significantly grow the sales of an organization, a company must have nearly perfect on time delivery performance. The 5 focusing steps and drum buffer rope alone are insufficient to satisfy this necessary condition, especially when the company is growing rapidly. Managers need the right kind of information and behaviors to ensure they do not over-book the plant, preventing interactive capacity constraints from emerging. Attendees will learn how to integrate buffers, measurements, and process to produce “perfect execution”.

**Topics Covered:**

- Operational measurement systems
- Process integration with strategy
- Buffer management

**PDM on Tuesday, September 14, 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

Business Mtg 6:15PM

Speaker 6:30PM

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, Sept. 13, 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.

**Mark Woepfel: September PDM Speaker**



Mark Woepfel

Mark Woepfel is a master of positive transformation of organizations, with a record of working with several successful turnarounds. He is a recognized expert in the Theory of Constraints, teaching hundreds of executives around the world.

He is an internationally known author, speaker and lecturer on the topics of Theory of Constraints, Drum Buffer Rope, Cost Accounting, Organizational Measurement, and Critical Chain Project Management. He is the author of The Manufacturer's Guide to Implementing the Theory of Constraints, published by APICS/St. Lucie Press, published in English, Spanish, Lithuanian, Polish, and Japanese and Projects in Less Time; a Synopsis of Critical Chain.

Notable speaking venues are: Northwestern University Kellogg School of Business, University of California, Los Angeles, American Production & Inventory Control Society, and The Japanese Society for the Advancement of ToC.

His industry experience includes the Graphic Arts, Industrial Equipment, Consumer Products, Automotive, Oilfield Equipment, Electronics, and Steel Fabrication, Subsea Oilfield Development, Project Management, and Semiconductor product development.

He serves as President for Pinnacle Strategies, a provider of consulting, training, and technology solutions.

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

As we reach the end of summer, let's not forget that means that the next year of APICS Wichita events is ready to begin. Your Board of Directors has been meeting throughout the summer to provide you with a full year of tours, classes and professional development meetings. We are still finalizing some of our events for this year, but I encourage you to look elsewhere in this newsletter and on our website ([www.apics-wichita.com](http://www.apics-wichita.com)) to see what we have planned so far.

I would like to thank those board members from last year for the hours of work that went in to making us a successful chapter. The 2010-2011 Board of Directors mostly remains the same as last year. We have a new Student Program Coordinator (Kumar Nilesh), and I'm sure he'll be a useful addition to the Board. Also, our VP of Programs has had to resign, so I would like to fill that open position on the Board. If you are interested or know someone that may be, please let me know. No experience is necessary, and this position would be a good "starter" position on the board since much of the planning has already been done this year.

If you were planning on attending the APICS International Conference in October, the location has been moved from Nashville to Las Vegas. Further information about the conference may be found inside this newsletter.

Please join us on September 14<sup>th</sup> as we conduct our first PDM of the year. Mark Woepfel will be our speaker, and his topic will be "Perfect Execution: A Solid Foundation for Ongoing Improvement." If you want to improve your company's delivery performance, then I suggest you come hear Mark's ideas. Our monthly PDMs will again be held this year at the Southside Education Center (4501 E 47th St South).

I look forward to seeing many of you soon at one of our upcoming events this year. Thanks for being part of APICS.

## Education Program 2011

The following workshops/classes are offered during 2010-2011 at Wichita Area Technical College (WATC), [www.watc.edu](http://www.watc.edu), Southside Education Center, 4501 East 47 Street South, Wichita.

Please register with WATC, [https://secure.watc.edu/APICS\\_registration.asp](https://secure.watc.edu/APICS_registration.asp), at least 1 week before class start date --- register now, pay later. Insufficient registration may cause class cancellation.

### **Certified Production & Inventory Management (CPIM):**

First CPIM flight scheduled to finish with flight #2 {class decided to take summer off}.

1 – PIM 125	Strategic Mgmt of Resources	Thursdays	10/21 – 12/16
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Second flight in progress and scheduled to finish Dec 16, 2010.

2 – PIM 115	Detailed Scheduling & Planning	Thursday	7/15 – 8/26
2 – PIM 120	Execution & Control of Operations	Thursday	9/9 – 10/07
2 – PIM 125	Strategic Mgmt of Resources	Thursday	10/21 – 12/16

Third flight was to start Aug 17; maybe rescheduled if sufficient registrations develop.

3 – PIM 100	Introduction to Materials Mgmt	Tuesday	Call if interested.
3 – PIM 105	Basics of Supply Chain Management	Tuesday	10/19 – 12/14
3 – PIM 110	Master Planning of Resources	Tuesday	1/18/2011 – 3/8/2011
3 – PIM 115	Detailed Scheduling & Planning	Tuesday	3/22 – 5/10
3 – PIM 120	Execution & Control of Operations	Tuesday	5/24 – 7/12
3 – PIM 125	Strategic Mgmt of Resources	Tuesday	7/26 – 8/30

Fourth flight scheduled to start in 2011.

4 – PIM 100	Introduction to Materials Mgmt	Thursday	Jan 20 – Mar 10
4 – PIM 105	Basics of Supply Chain Management	Thursday	Mar 24 – May 5
4 – PIM 110	Master Planning of Resources	Tuesday	May 19 – Jun 30
4 – PIM 115	Detailed Scheduling & Planning	Thursday	TBD
4 – PIM 120	Execution & Control of Operations	Thursday	TBD
4 – PIM 125	Strategic Mgmt of Resources	Thursday	TBD

### **Certified Supply Chain Professional (CSCP):**

One workshop offered in the fall for the 12/4-1/12/2010 Computer Based Testing (CBT) window; two (#2 & #3) if demand warrants in the spring for the 3/12-4/16 window; and (#4) for 6/25-8/6 window.

1 – PIM 130	Certified Supply Chain Professional	Wed.	10/20 – 12/15
2 – PIM 130	Certified Supply Chain Professional	Mon.	1/24/2011 – 3/8
3 – PIM 130	Certified Supply Chain Professional	Wed.	1/26/2011 – 3/10
4 – PIM 130	Certified Supply Chain Professional	Wed.	4/20 – 6/01

If the above does not fit your personal/company schedule or you are interested in other APICS classes, please contact VP Education Ron Lunsford at 316-641-6291 or e-mail: [vp-education@apics-wichita.com](mailto:vp-education@apics-wichita.com).

## Membership Information

Per the APICS Website, we have a total of 177 members of Chapter 71 and a total of 3 New Members in the last 60 days. These new members are listed below. Welcome New Members!

Brad	Eisenbarth	American Maplan
Pat	Walls	American Maplan
Nick	Coulter	Capital III

## 2010-2011 Wichita Chapter Board of Directors

President	Brian Hickman, CPIM, PMP
President-Elect	Brian Ferris, CFPIM, CSCP, C.P.M.
VP Programs	vacant
VP Education	Ron Lunsford, CPIM, CSCP
VP Membership	Ron Hole, CPIM, CIRM
VP Marketing	Ron Lunsford, CPIM, CSCP
VP Public Relations	Bill Carroll, CPIM, CIRM
Secretary	Jake Brown, CPIM
Treasurer	Crystal Morgan, CPIM
Hospitality Chairman	Kevin Parker, CPIM, CSCP
Student Program Coordinator	Kumar Nilesh

**APICS Wichita Chapter 71  
September 2010 Newsletter**



**Programs Calendar Fall 2010 and Spring 2011**

Date	Topic	Speaker	Company
Tuesday, October 12, 2010	Keys to Globalization: Size Doesn't	Chester Frame	Border Business Consultants
Tuesday, November 09, 2010	Lean Supply Chain Mgt - A Clear Path to Profit Improvement	Dan Marino	Marino Associates LLC
Tuesday, December 14, 2010	Plant Tour	N/A	TBD
Thursday, January 13, 2011	Joint meeting with NAPM	TBD	TBD
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	TBD	TBD
Wednesday, April 13, 2011	Seminar	TBD	TBD
Tuesday, May 10, 2011	Plant Tour	TBD	TBD

8509 Brentmoor  
Wichita, Ks. 67206

PRSRT  
etc

Name

Company

Zip



**Wichita Chapter of APICS #71**