



**Bring your boss to Top Management Night this month for  
Allan Kauth's session on Performance Management.  
Join us November 13th!**

## Performance Management: The Driving Force Behind Business Excellence

Performance Management and Business Maturity: One begets the other.

Managing behavior and motivating people is key to achieving business results. We must measure the right things to get the right results. Too many measures create confusion, dilution of resources and inadequate results. Not enough measures leads to anarchy and malaise.

Human nature responds to positive reinforcement and the ability to know when we are doing a good job. Measurements define what a good job means and give us something to shoot for. Yet, not all cultures respond the same way to winning or achieving excellence. Nor do they respond the same way to the accountability that comes along with a measurement system.

Businesses cannot achieve their potential without a suite of measurements that drive the right behaviors and results, and without the tools of analysis and problem solving that lead removing waste and continuous improvement.

### Hierarchy of Measurements



This PDM presentation will define the elements of an effective Performance Management process and lead the attendees in an exercise to evaluate where their company process stands relative to a business maturity model. The speaker will use an interactive style and relate real company examples of the concepts being discussed.

**PDM on Tuesday, November 13, 2012**  
WATC, 2nd Floor, Room E216, 4501 E.  
47th St South, Wichita, Ks.

Arrive 5:15 PM

Buffet 5:45 PM

Business Mtg 6:15 PM

PDM 6:30 PM

Cost **\$15: Meal & PDM**

**No Charge: PDM Only**

Parking Parking Lot on East side of building. *East side door will be locked after 6:30. You may enter through the North door after 6:30.*

RSVP Required no later than noon on Monday, Nov. 12. Use the QR code below to 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 name(s), contact phone, member/guest or current APICS student.



## APICS Wichita Chapter 71 November 2012 Newsletter



Wichita Chapter of APICS #71

### Our November Speaker, Allan Kauth



Allan R. Kauth, a principal with Oliver Wight Americas, is a professional speaker, educator, and coach. During the past 25 years, Al has coached management teams worldwide in the development and execution of continuous improvement strategies to help them achieve Class A business excellence and world class performance.

His multi-national industry experience includes defense industries, re-manufacturing and repair, pharmaceuticals, food, electronics, light and heavy fabrication, and medical device manufacturing. Companies range in size from Fortune 500 to privately-owned businesses.

In the early 1980s, Al served as operations manager for a multi-plant industrial foods company. Since 1986, he has been an educator/consultant working with companies throughout North America spanning microwave electronics, fabrication, pharmaceuticals, and U.S. Air Force logistics. For three years in Australia, Al gained experience with manufacturing companies and business practices there and in the ASEAN (Association of Southeast Asian Nations) region.

Certified in Production and Inventory Management by APICS, Al has keynoted management conferences in Australia and was a featured speaker for conferences in New Zealand, Taiwan, and Malaysia. Al has a BA in Business Administration from the University of Wisconsin, Madison.

### Membership Information

Per the APICS Website, we have a total of 124 members and 12 Student Associates of Chapter 71 and 1 new member in the last 30 days. Our new member is listed below. Welcome!

<u>Member Name</u>	<u>Company Name</u>
Dennis Fry	Geoprobe Systems

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### President's Message

We had a wonderful plant tour at Wichita Area Technical College's National Center for Aviation Training. I for one had never even driven by there and was shocked to find out how big it was. But what was inside was even more astounding, state of the art class rooms teaching all segments of aviation from machining to fiberglass layup and everything in between. This is surely one of Wichita's best kept secrets.

We are working on more tours and we will keep you abreast of those.

Don't forget to keep an eye on our website for Certification classes.

I will be attending the APICS International Conference in Denver and hope to find a great speaker for our seminar in April. Next year the conference is in Orlando. Never too early to start preparing for it.

Warm regards,  
Brian Ferris CFPIM, CSCP, C.P.M.  
APICS Master Instructor CPIM & CSCP  
President APICS Wichita

### Programs Calendar 2012/2013

Date	Topic	Speaker	Company
Tuesday, November 13, 2012 (Top Management Night )	Performance Management: The Driving Force Behind Business Excellence	Allan Kauth	Oliver Wight
Tuesday, December 11, 2012	National Institute for Aviation Research (NIAR) Tour		Wichita State University
Thursday, January 10, 2013	TBD	Joint meeting w/ISM	
Tuesday, February 12, 2013	Cessna Service Center Tour		
Tuesday, March 12, 2013	Lean Project Management	Tim Oltman	
Tuesday, April 9, 2013	TBD		
Wednesday, April 10, 2013	Seminar TBD		
Tuesday, May 14, 2013	Phillips Lighting Tour		

424 N Lakeside Drive  
McPherson KS 67460

PRSR  
etc

Name

Company

Zip



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