

March 2011
Volume 23 Issue 5



Advancing Productivity, Innovation, and Competitive Success

Northeast Wisconsin Chapter

NEW! APICS NEWS
YOUR NORTHEAST WISCONSIN CHAPTER

THIS MONTH'S PDM AND MORE !

We are here to improve the knowledge, skills and resources of the membership and public sectors of the Northeast Wisconsin APICS Chapter (NEWI), while building enthusiasm for our field.

Successful Cash Flow Management Strategies & Break-even Analysis

Attend the presentation to gain a better knowledge of:

- cash flow,
- break-even,
- debt consolidation strategies
- how lenders evaluate and judge a business loan request.

Tony Busch served in many management capacities in the past 27 years during his banking career, participating in all aspects of management including Credit Officer, Senior Loan Officer, Asset/Liability Management, and President. In 2003 Tony started his company, Priora[®] Cash Flow Management, LLC.

Since starting Priora[®] Cash Flow Management, LLC, Tony has assisted many business owners to improve the performance of their businesses and their banking relationships. In January 2005 Tony introduced Priora[®] Business, a state-of-the-art cash flow budgeting and management system that includes a system to determine the break-even performance of a business. Priora[®] Business was developed to provide motivated business owners with the ability to *apply* the financial principles that will improve their business.

March 2011 PDM

- DATE:** **Tuesday, March 22, 2011**
- PDM PLACE:** Tundra Lodge
865 Lombardi Ave
Green Bay, WI 54115
(920) 405-8700
- MENU:** **Chicken Caesar Wrap or Roast Beef Sandwich on Marble Rye.**
Both meals will be served with side salad and a cookie.
- TIME:** 5:00-5:30 PM Registration and Networking
5:30-6:00 PM Dinner
6:00-6:10 Announcements and Break
6:10 7:00 PM Program
- COST:** Members and Guests: \$25.00
Full-time Students: \$15.00

TO MAKE RESERVATIONS:

Log onto www.apics-newi.org and select "Dinner Meetings (PDM)" link on the left side of the screen, then select the "sign-up" link for the appropriate date and following the directions on the screen. If you have any issues, feel free to send an email to contact any of the board members. For contact information, click on Our Board on the website:

www.apics-newi.org

NOTE: You will be billed if you are a no show at the event. Payment to be made via check or cash the night of the event at the door. Credit cards will not be accepted.

PLEASE REGISTER NO LATER THAN NOON, FRIDAY, March 18, 2011

Directions on Tundra Lodge can be found on the registration page.

2011 Calendar of Events

March 10 —Board of Directors Meeting
 March 22—Professional Development Meeting

April 6—Board of Directors Meeting

Classes

APICS Educational Offerings 2010/2011

NEWI Chapter of APICS in partnership with the Fox Valley Chapter of APICS and Fox Valley Technical College is pleased to offer APICS educational courses delivered to you in a classroom setting or online. Our top-ranked Wisconsin-state certified instructor pool provides you with opportunities to grow professionally and personally. We are here to help you succeed!

Class	Day/#	Dates	Time	Location	Tuition	Credits
CPIM All CPIM Modules	Online	Register and Pay to Start right away	24/7	Anywhere	\$550* member \$595* non- member	2
CSCP	Online	Register and Pay to Start right away	24/7	Anywhere	\$1795 member \$1995 non- member	3
Distribution Require- ments Planning	Online	Register and Pay to Start right away	24/7	Anywhere	\$425 member \$450 non- member	1
CPIM - Basics of Supply Chain Man- agement	Tuesday #83994	Start Sep 14 End Oct 26	5:00 - 8:00 pm	Appleton	\$475	1
CSCP	Wednesday #83992	Start Sep 8 End Nov 24	5:00 - 8:00 pm	Appleton	\$1495	2
CPIM - Master Plan- ning of Resources	Tuesday #83993	Start Nov 9 End Dec 14	5:00 - 8:00 p.m.	Appleton	\$425	1
CPIM - Detailed Scheduling and Plan- ning	Tuesday #90877	Start Jan 18 End Feb 22	5:00 - 8:00 p.m.	Appleton	\$425	1
APICS Global Sourc- ing Workshop Series	Saturday #90878	Start Feb 5 End Feb 12	9:00 am -4:00 pm	Appleton	\$475	1
CPIM - Execution and Control of Op- erations	Tuesday #90876	Start Mar 8 End Apr 12	5:00 - 8:00 p.m.	Appleton	\$425	1
CSCP	Wednesday #90871	Start Mar 9 End May 25	5:00 - 8:00 p.m.	Appleton	\$1495	2
CPIM - Strategic Management of Re- sources	Tuesday #90873	Start May 3 End Jun 7	5:00 -8:00 p.m.	Appleton	\$425	1

Interested in classes? Want to learn more? Check out the Chapter's website at www.apics-newi.org or www.apics.org for a description of the types of certification and classes.

Hello, Northeast Wisconsin APICS members!

Spring is right around the corner! And as this season of great change approaches, I'd like to take a moment to announce a change in Chapter leadership that has recently taken place. Effective January 1, 2011, I have accepted the role of NEWI Chapter president.

In my first Letter from the President, I'd like to send a hearty hello to you all and thank each of you for your continued support of the NEWI Chapter. For those that haven't had the opportunity to participate recently, I strongly encourage you to do so!

I would also like to thank outgoing president Dennis Golueke for his service to the Chapter, and my heartfelt appreciation goes out to the entire NEWI Board of Directors for their tremendous support in helping to make this a smooth transition.

For those that don't know me, I've been in transportation, logistics & operations management for nearly 25 years, and have been with Schneider Logistics, Inc. in Green Bay for the past seven years where I serve as Logistics Purchasing Manager overseeing transportation procurement and North American network strategy for multiple clients. I received my CSCP certification through FVTC in 2006 and have been active in both the NEWI and Fox Valley Chapters since.

Mark your calendars! Our **March Professional Development Meeting** is scheduled for **Tuesday, March 22, 2011**, at **Tundra Lodge in Green Bay**. Our guest speaker will be Tony Busch, president of Priora Cash Flow Management, LLC, in Appleton. Topics will include defining what drives a strong cash flow, discussion on break-even, strategies for debt consolidation, and business loans.

It's sure to be an informative night. I hope to see you there!

In closing, I look forward to the opportunities and challenges this new role will bring, and I welcome your thoughts and suggestions on how we can make the NEWI APICS Chapter a more valuable professional resource for everyone. If there is anything the NEWI Chapter or I can do to be of service, please do not hesitate to contact me.

Bob Parteka, CSCP
apicsnewi@gmail.com



NEWI Board Members 2011

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You may not be remembered for what you do.
People may even forget your name or where they met you.
But they will always remember how you made them feel.

One Nation,
Our Nation

Supply Chain and Operations Expected Hiring Up Significantly in 2011, Finds APICS Employment Outlook; Aligns with Most Recent US Labor Department Jobs Report

Promising data from Operations Management Employment Outlook report show high level of expected hiring and low level of expected layoffs—highest net job growth in operations and supply chain management since global recession began

Chicago, Ill. (March 8, 2011)—APICS The Association for Operations Management and the Cameron School of Business at the University of North Carolina—Wilmington announced today the fourth quarter 2010 installment of the Operations Management Employment Outlook report. Fourth quarter results show 64 percent of survey respondents with hiring responsibility anticipate engaging new employees within the next 12 months. In 2009, only 48 percent indicated anticipated hiring.

This high level of expected hiring, when combined with a 50 percent decrease in expected layoffs (from 14 percent in 2009 to 7 percent in the fourth quarter report), indicates the highest level of net job growth in the operations and supply chain management professions since the global recession began.

Want to read more? Go to: <https://www.apics.org/NR/rdonlyres/495CC929-6B1E-4EE0-AD0C-B291519A9F21/0/OperationsManagementEmploymentOutlookMarch8PressRelease.pdf>

APICS The Association for Operations Management Releases New Project Management-Focused Issue of *Production and Inventory Management Journal*

New issue focuses on achieving organizational objectives and creating efficiency through effective project management

Chicago, Ill. (March 9, 2011)—APICS The Association for Operations Management today released the latest issue of the well-known *Production and Inventory Management Journal*. The *Production and Inventory Management Journal* provides analysis of and insights into emerging concepts, practical applications, beneficial knowledge, and constructive skills valuable in today's dynamic economy.

The *Production and Inventory Management Journal* enables business leaders, students, and academicians to better understand and manage the ever-changing and complex interrelationships of designing and operating processes in manufacturing and service-oriented enterprises in today's global marketplace.

This issue offers insights to help operations and supply chain management professionals effectively apply project management best practices to high-profile organizational projects that impact the supply chain, including new product development, software upgrades, and more.

For more information check out: <https://www.apics.org/NR/rdonlyres/DC23F9C2-8A9E-4249-944F-698F52CAB392/0/ProductionandInventoryManagementJournalMarch9PressRelease.pdf>