

**Professional Development Meeting**

**January PDM:**  
**“Plant Tour: Atronic Americas LLC”**  
 Thursday, January 11, 2007

**Location**  
 Atronic Americas, LLC  
 16537 N. 92nd Street  
 Scottsdale, AZ 85260  
 Phone: (480) 922-0707  
 Directions: (602) 380-1322

**Agenda**  
 Registration Begins: 5:30 - 6:00 pm  
 Networking: 5:30 - 6:00 pm  
 Facility Tour: 6:00 pm  
 Dinner and Presentation: 7:00 pm  
 Close of Meeting: 8:00 p.m.

**Cost**  
 \$20 - Pre-Registered Members  
 \$10 - Pre-Registered Students  
 \$30 - Non-members  
 \$30 - Walk-ins or Late Registration  
 (space availability only)

**\*\*\*\*APICS Policy \*\*\*\***  
**No Shows will be Billed**

Register online at:  
<http://www.apicsphoenix.org>  
 For your convenience,  
 APICS accepts:



**~ President’s Message**

I, along with the entire Board of Directors, want to wish all of you a Merry and Prosperous 2007!

In November, the Chapter BOD was busy sending out APICS informational mailers to 500 manufacturing and distribution companies in the Phoenix metro area that have **no memberships** in our Phoenix APICS Chapter. Thanks to all those that got the printing done, envelopes stuffed and stamps licked.

While you are making those New Year’s resolutions, have you made your New Year’s resolution to perform a career progression evaluation? First of all, we all want to have those skill-sets in our career “tool belt” that not only makes us more *valuable* to our employers but in this day of right sizing, downsizing, mergers and acquisitions, it is only prudent that we professionals must adopt a “life-long” learning philosophy and make sure that our skills and “tools” have not become “rusty” or obsolete.

So as we are sitting on the couch, watching all 32 college bowl games, let me ask some career questions:

1. How long has it been since you have looked on Monster or Hotjobs for your job title and read the associated job description? Do you possess the skills required to retain your current job title / function (and salary) with other companies?
2. How long has it been since you have gone on a job interview? Successful interviewing is somewhat of an “art form” and a skill set that might be more than a little “rusty”. Even if you are not looking to change jobs, interviewing on occasion will

(Continued on page 8)

**Inside this issue:**

<i>President’s Message</i>	1
<i>Chapter News</i>	2
<i>Programs in Motion</i>	4
<i>Education Corner</i>	6
<i>International Conference Update</i>	8

## Phoenix Chapter Officers (Effective 7/1/06)

### President

Bob Woitaszewski, PMP  
President@apicsphoenix.org

### Executive VP

Vacant  
ExecVP@apicsphoenix.org

### VP Education

Luke Laliberte, CPIM  
Education@apicsphoenix.org

### VP Membership

Dave Krause, CPIM  
Membership@apicsphoenix.org

### VP Marketing

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### VP Programs

Sonia Reid, CPIM  
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### VP Finance

Pat McFarland  
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### VP Administration

Dave Johnson, CPIM  
Administration@apicsphoenix.org

### Past President

Dave Krause, CPIM  
Membership@apicsphoenix.org

### Chapter Office:

APICS Phoenix Chapter #58  
P.O. Box 66835  
Phoenix, AZ 85082-6835  
Phone: 480.813.2154  
Fax: 480.813.2154  
Email: info@apicsphoenix.org  
Website: www.apicsphoenix.org

# Chapter News

## ~ Share your Company Successes

Has your company had some great results from an ERP implementation or the application of lean practices? Are you doing something unique that would be of interest to others? There is a tremendous need by our members to learn what local companies are accomplishing. Monthly professional development meeting (PDM) participants always give the highest survey ratings to presentations that are done by practitioners on subjects that show results in their business.

We are inviting you to become a speaker at a monthly PDM or to arrange for a plant tour of your employer. You are probably thinking that nobody wants to know or see what your company is doing because you have too many problems. Sometimes people are negative about accomplishments because they spend so much time solving problems they quickly forget about the great accomplishments.

It's not only important to celebrate successes internally but when done externally there is a motivational lift to the organization because there are always people who wish they could accomplish what you did. So why not give this idea some serious consideration and discuss it with your department manager? If you don't want to speak or conduct a tour, there are others in your organization that could do it. All we need is for you to become the champion to organize it! So, if you can organize a plant tour or share your story at a monthly PDM, please contact Sonia Reid, VP Programs via email at programs@apicsphoenix.org.

## Upcoming Events

*(Schedule subject to change)*

### January 2007

8 Board of Directors Meeting  
8 Detailed Scheduling & Planning -  
Course Starts (ends 2/8/07)  
11 Chapter PDM Meeting

### February 2007

8 Chapter PDM Meeting  
TBD Board of Directors Meeting  
26 Execution & Control of  
Operations - Early Registration

### March 2007

7 CSCP Certification Review Course  
Starts (ends 6/6/07)  
TBD Chapter PDM Meeting—Senior  
Mgt Night  
TBD Board of Directors Meeting  
12 Execution & Control of Operations -  
Course Starts (ends 4/9/07)

### April 2007

TBD Chapter PDM Meeting  
TBD Board of Directors Meeting  
26 Strategic Management of Resources  
- Early Registration

## ~ APICS Phoenix Chapter #58 Vision & Mission Statement ~

*"Success Through Lifelong Learning"*

### **Society Mission Statement:**

*"APICS will continue to set the standard as a recognized global leader and premier provider of resource management, education, and information for individuals and organizations."*

### **Chapter Vision Statement:**

*"The Phoenix Chapter of APICS will be recognized as the foremost professional provider of knowledge and education for resource management within the Chapter's area of influence by both its internal (members) and external (manufacturing and service industry) customers by enhancing their life long learning options."*

### **Chapter Mission Statement:**

- *Provide a forum for individuals to achieve professionalism in the integrated resource management field.*
- *Provide vehicles to increase awareness of the national and local capabilities of APICS as a global educational leader across the Phoenix Chapter's area of influence.*
- *Provide synergistic support for the Phoenix APICS Chapter's vision by creating alliances between the Chapter and community leadership and other professional organizations.*
- *Ensure that Chapter member volunteers are recognized, appreciated, and rewarded for efforts in support of meeting Chapter objectives.*

## **For more information on APICS, visit the following websites:**

Phoenix Chapter: [www.apicsphoenix.org](http://www.apicsphoenix.org)

Tucson Chapter: [www.apics-tucson.org](http://www.apics-tucson.org)

Region VII: [www.apics7.org](http://www.apics7.org)

Society: [www.apics.org](http://www.apics.org)

## Phoenix Chapter Directors

### **Director, Marketing:**

**Webmaster: Joyce Lewis, CPIM, C.P.M.**  
480.813.2148 (h)

### **Director, Administration:**

**C-BAR: Gary Scullion, CPIM**  
623.907.5309 (w)

### **Director, Education:**

**General Education: Jack Wetzel, CPIM, CSCP,** [president@topviewconsulting.com](mailto:president@topviewconsulting.com)  
**Academic Liaison—DeVry: Gordon Loucks, CFPIIM, CIRM, Jonah**  
[gloucks@phx.devry.edu](mailto:gloucks@phx.devry.edu)  
**Academic Liaison ASU: VACANT**  
**ASU - ISM/CLM Student Chapter Liaison**  
(note: not a Director position): **Vacant**

### **Director, Programs**

**Director, PDM Registration Table:**  
**Rick Wildermuth**  
[rwildermuth@oldcastleglass.com](mailto:rwildermuth@oldcastleglass.com)

### **Director, Membership**

**Director, Company Coordinators:**  
**Vacant**

### **Open Volunteer Opportunities:**

PDM Registration Table—2 hours/month  
Membership Renewal Letters—2 hours/mo.  
PDM Photographer—1 hour per month

If you are interested in an Open Volunteer Opportunity, please fill out a PDM Evaluation Form (requires attendance at PDM).

To obtain information or volunteer for a Director or Company Coordinator position, sign up on the Chapter website at:

<http://www.apicsphoenix.org/volunteer.html>  
(RESOURCES tab on home page)



# Programs in Motion



## ~January PDM: Plant Tour: Atronic America, LLC

Join us for our January 11, 2007 Professional Development Meeting with speaker Rick Kotch, VP of Operations and Quality Assurance on a plant tour of Atronic, America, LLC.

### Overview:

The ATRONIC Group of companies is a leading global provider of casino gaming equipment and services. Comprised of the sister companies ATRONIC INTERNATIONAL, ATRONIC AMERICAS and ATRONIC SYSTEMS, the company is dedicated to producing only the highest quality of entertaining games and products, including dynamic casino management and linked gaming solutions which are being operated in 89 countries worldwide.

ATRONIC is a market leader in Europe, Russia, and Latin America with a solid presence in the USA, and growing footprints in Africa and Asia. Rich Kotch, the VP of Operations and Quality Assurance, will discuss the challenges of material planning in an assemble-to-order manufacturing environment.

### PDM Pricing:

- \$20 - Pre-Registered Members
- \$10 - Pre-Registered Students with ID
- \$30 - Non-members
- \$30 - Walk-ins or Late Registrations

Register online at:  
[www.apicsphoenix.org](http://www.apicsphoenix.org)

### Speaker:

Mr. Kotch has 20 years of technical and management experience in a wide variety of manufacturing operations. Prior to joining Atronic, he held senior leadership roles in two startup companies--Silicon Bandwidth and Spectra-Physics Telecom—that developed and produced components for the semiconductor and opto-electronic industries.

Earlier in his career, Mr. Kotch held various engineering, manufacturing, and supply chain management roles with Motorola and AlliedSignal. He has extensive Six Sigma and Lean Manufacturing knowledge gained from these experiences. Mr. Kotch is also a licensed professional engineer and a graduate of Rutgers University (BS in Mechanical Engineering, Masters in Business Administration).

To obtain map/directions and to register on-line for the January PDM, visit our website at:

[www.apicsphoenix.org](http://www.apicsphoenix.org).

### October/November 2006 PDM Attendee Evaluation "Lean Scheduling Seminar"

- ◆ Chapter Information: Good
- ◆ Presentation Topic: Excellent
- ◆ Speaker: Excellent
- ◆ Facilities: Good
- ◆ Dinner: Good
- ◆ Location: Good
- ◆ Overall: Good

## ~February PDM: The Goal and Drum-Buffer-Rope: How Alex Did It

The February 8, 2007 Professional Development Meeting (PDM) highlights speaker Gordon Loucks, CFPIM, CIRM, Jonah, on the topic of “The Goal and Drum-Buffer-Rope: How Alex Did It.”

### Overview:

The Goal And Drum-Buffer-Rope: How Alex Did It  
 In The Goal, author Eli Goldratt tells the story of plant manager Alex Rogo and his struggles to get manufacturing, inventory, and deliveries under control. The story is a great read, and Alex succeeds in the end. But just exactly how did Alex do it? How would you do it in your own environment? One of the prime answers is: Use the Drum-Buffer-Rope technique as Alex did. After this presentation, you will leave with a deeper understanding of what Alex did and how to begin applying it in your own real world situations.

**Location:**  
**DoubleTree Hotel**  
**320 N. 44th Street**  
**(44th St. and Van Buren)**  
**Phoenix, AZ 85008-6573**  
 (602) 225-0500 *directions only*

*Refer to the website at  
[www.apicsphoenix.org](http://www.apicsphoenix.org) for more  
 information or to register*

### Speaker:

Mr. Loucks is a Senior Professor of Business Information Systems at DeVry University in Phoenix, Arizona. He holds a Bachelor of Science degree in Business Administration from Arizona State University and was an Alpha Iota Delta graduate of Arizona State University as Master of Quantitative Systems in Operations Research and Management Science. He has been on staff at DeVry for over 30 years since his hiring into the Admissions department in 1974.

Check our website at [www.apicsphoenix.org](http://www.apicsphoenix.org) for updates and online registration info.



### Upcoming Programs

Month	Topic
January	“Plant Tour: Atronic Americas, LLC“ with speaker Rick Kotch, VP of Operations and Quality Assurance
February	“The Goal and Drum-Buffer-Rope: How Alex Did It” with speaker Gordon Loucks, CFPIM, CIRM, Jonah
March	Senior Management Night
April	TBD
May	Plant Tour: Sara Lee Corporation
June	TBD

### Chapter Membership Breakdown

*As of December 31, 2006*

<b>Current Membership Total:</b>	<b>386</b>
Professional Members:	339
Corporate Voting Members:	39
Student Associate Members:	7
Retired Members:	1

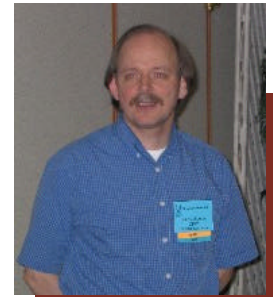
*Corporate Associates (not included in total): 115*

Membership information and applications can be accessed through our website at:

**[www.apicsphoenix.org](http://www.apicsphoenix.org)**

# Education Corner

## ~But What's IN the Box?



Luke Laliberte  
CPIM  
VP Education

By now I'm sure you've heard the saying 'think outside the box' more time than you care too. It's a simple statement meant to drive people to innovate and not be confined to traditional practices. But how do you know if that great idea you just had to reduce scrap, improve efficiency or lower cost is really new? Without knowing how things work *inside* the box, it's a bit of a challenge to create truly ground breaking ideas.

That's where the APICS body of knowledge comes in. The chapter offers classes that are designed to impart best practices for manufacturing, inventory and supply chain management. Whether you're going for one of the certifications or are just looking for broaden your knowledge, it's a good place to start.

To learn more about the APICS certification programs: Certified in Production and Inventory Management (CPIM) or Certified Supply Chain Professional (CSCP), visit the chapter's website @ <http://www.apicsphoenix.org/education.shtml> or APICS Association's website @ <http://www.apics.org/Certification>

Class Locations	Address / Directions
<b>MSS</b> (MSS Technologies):	3202 East Harbour Dr., Suite #1, Phoenix I-10 to University, N on University, W on Elwood, located at the SW corner of Elwood and Harbour Drive  <b>See <a href="http://www.apicsphoenix.org">www.apicsphoenix.org</a> for map information</b>

## ~ Educational Offerings ~ **\*\* Schedule Subject to Change/Cancellation \*\***

To register for any of the classes or obtain updated class information, please visit the Chapter website at [www.apicsphoenix.org](http://www.apicsphoenix.org). All courses are held from 5:00 to 8:00 p.m. unless otherwise noted on the website.

Class	Location	Day of Week	Start Date	End Date	Early Registration	No Class On:
Detailed Scheduling & Planning	MSS	Mon-Wed	01/08/07	02/07/07	12/26/06	01/15/07
Execution & Control of Operations	MSS	Mon-Wed	03/12/07	04/09/07	02/26/07	
Certified Supply Chain Professional (CSCP)	MSS	Wed	03/7/07	06/6/07	3/1/07	TBD
Strategic Management of Resources	MSS	Mon-Wed	05/14/07	06/13/07	04/30/07	05/28/07

## ~Marketing Your Skills Through APICS Programs

The Phoenix APICS Chapter focuses on provide membership value by assisting members by creating educational and certification programs. We understand that time is the biggest constraint in taking advantage of our service. The 2007 strategy is to develop company supported on site educational workshops and certification programs. Our chapter can provide these services,

1. Certification programs. Many companies sponsor these programs with time sharing initiatives. That is the business and employee share a 50/50 investment in time required for this program.
2. Lean training workshops. These are 4 hours and provide the employee with 4 hours credit for training. This assists the business in providing on site training at minimal costs.

These programs have minimum student requirements and we are willing to work with each business to customize these programs to meet your needs.

Best wishes for 2007 and commit to a certification program of your choice. The Phoenix APICS chapter is here for your support.

Robert Lundeen, V.P. Marketing Phoenix. Chapter



## ~Chapter Members Pass CPIM Certification Exams

Congratulations to the following Phoenix Chapter member(s) who have passed certification exams as part of the CSCP or CPIM Certification process:

### **CPIM:**

- Basics of Supply Chain Management: Denise Bishop

### **CSCP Certification:**

- Anita Rangaswami
- Grant Lindsay
- Doug Houle
- Dan Mahoney
- Amber Golden
- Ken Loop
- KC Quah
- Ken Long
- Patric Cusick
- Chad Buckman
- Jeff Glassman
- Liana Fischer
- Gavin O'brien
- Chris Briggs

### **Chapter Certification Breakdown**

*As of November 30, 2006*

CPIM Certified ....139  
CFPIM Certified .....4  
CIRM Certified ..... 14  
CSCP Certified.....9

### **~ Resume Bank ~**

**MEMBERS:** Remember, if you are a current member of the Phoenix Chapter and are looking for employment, you can submit your resume to the APICS office for review by potential employers.

**EMPLOYERS:** If you are looking for qualified employees, please refer to the APICS Region 7 Job Opportunities webpage at <http://www.apics7.org/jobs.htm> to post positions free of charge.

Members that pass exams are invited to notify the chapter to have their name listed in the Sahuaro. If you have passed an exam, contact the chapter via the on-line form found at <http://apicsphoenix.org/education.shtml>

## ~Went to Orlando, Now Where Did I Put My Mouse Ears?

Well, I'm back from the APICS International Conference in Orlando. The Conference began with a Leadership Institute, formerly Volunteer Leadership Workshop, on Saturday, 28 October 2006, and concluded with a final General Session Speaker on Tuesday, 31 October 2006 (belated Happy Halloween!). This stay in Orlando was a bit different from the last APICS Conference I attended there a couple of years ago when there was a Marilyn Manson concert in town which generated loud music and a number of strangely clad souls wandering the streets – this time, just Jimmy Buffet-like music and a rather inept heavy metal group (Ozzie on speed, I think).



Dave Johnson, CPIM  
VP Administration

I'm still so far behind I think I'm first – having been gone for virtually the entire month of October and some of the holiday season; however, I thought I'd better get this article done while the experience was still fresh in my mind. Speaking with some of the APICS leaders and professional staff, I found that APICS met its planned paid attendance targets for both the Leadership Institute and the Conference; so, in addition to being an educational success, it was, also, a financial success.

Since I was presenting one of the Leadership Institute sessions (Strategic Planning), I registered on Saturday morning and arrived at the designated area in the Convention Hotel in the early afternoon. The Leadership Institute was well attended (I had about 40 APICS volunteers at my session) and the attendees stayed through the entire afternoon, moving from session to session and networking in-between. There was a well presented general session on the APICS student chapter/member/mentor program, the program was explained and all the student members present (appeared to be about 50) were recognized as the “future of APICS”. The other sessions offered fell into one of 5 tracks; Chapter

*(Continued on page 9)*

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*(Continued from page 1)*

- help you understand the process, what questions interviewers' typically ask and rehearse your answers, or in some cases, get answers for those questions that you didn't anticipate.
3. Have you updated your resume lately? Updating a resume really gets you to thinking about what your value proposition is, what functions you really are performing within your organization.
  4. Have you memorized and rehearsed your “elevator speech”? More importantly do you have one perfected?
  5. Do you regularly *network* with others?
  6. Doing all these things isn't something that you want to think about the day after you get one of those “pink slips” from your boss.

As an educational association, the Phoenix Chapter will be conducting our **2006 Membership Survey** in February 2007. This survey will only focus on questions relating to those topics that you want to see us deliver over the next 12-16 months. Please participate and tell us what YOU want to see at the monthly PDMs. What will make you a better professional and more valuable to the organization and your career?

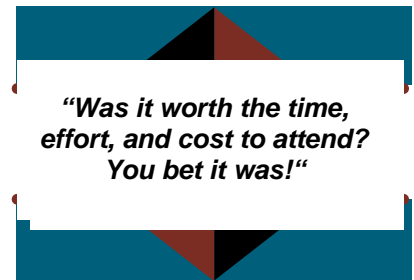
~ Bob Woitaszewski, President

*(Continued from page 8)*

Administration, Chapter Leadership, Instructor Development, Instructional Leadership Skills, and International Relationships. This is the first time I can remember there being a track devoted to the APICS international affiliates and how they “fit” into the APICS organization and future. The day was capped off with a Volunteer Reception where the attendees could meet and mingle and do one of the things APICS does best and which, often, pays the greatest dividends – networking - with lots of “What did you think of - - - ?” discussions and “Could you send me a copy of how your Chapter does - - “ requests. During the reception, the Phoenix Chapter was recognized along with a number of others for achieving Gold status (retaining our Platinum rating) in the C-BAR Chapter Evaluation Program – I was privileged to accept the certificate on the Chapter’s behalf.

The general Conference kicked off at 9AM on Sunday with a full slate of educational topics ranging from fill rate, basic inventory control, and service parts to risk management and international procurement. Obviously, I could not attend all the sessions; however, I attended several and, by and large, they were well done and provided me with new perspectives on a number of topics – there is some great thinking going on in APICS. It was apparent that the Conference Committee had carefully selected topics and speakers to give attendees the widest range of topics and levels of presentation and make the Conference worthwhile to everyone from the seasoned veteran to the first-year employee.

There were, also, three General Session Speakers on the schedule; Burt Rutan, Scott Adams, and Nils Herzberg. These speakers covered a myriad of topics and thoughts; ranging from the need for an entrepreneurial innovator, Burt Rutan, who discussed the need to think out of the box and be willing to take risks and the consequences associated with those risks, thru Scott Adams, who used Dilbert to introduce the notion humor in the workplace and how he had become the cartoonist of the working person, to Nils Herzberg, the COO from SAP, who discussed the relentless pressure on the supply chain exerted by globalization and how technology can provide solutions and opportunities. There were plant tours, idea exchanges, panel discussions, an exhibition hall with 80+ vendors, and the APICS Community Center (replaced the bookstore of past Conferences), and, as always, numerous opportunities to network with one’s fellow attendees. The Welcoming Reception on Monday night was held at the Peabody Hotel Ballroom (think ducks walking thru the lobby every afternoon) where, in addition to great food, there was the opportunity to meet and greet your fellow attendees with the usual “Haven’t seen you since last year”, “How’s the Conference so far?” etc, etc conversations. It is seldom that I meet a reticent APICS member, and, as at prior conferences, I spoke with the APICS President, President-Elect, Past Presidents, APICS BOD members, other Region VPs, members from a number of other Chapters, individuals I’d met at past Conferences and, last and certainly not least, members of the APICS paid staff over the course of the Conference.



The time has come to wrap this brief exposition on my trip to the APICS International Conference. I’d be remiss if I didn’t comment on the international flavor of the Conference, as there were representative of some 15-20 APICS foreign affiliates who added a truly global flavor to the entire event. Was it worth the time, effort, and cost to attend? – You bet it was! Do I look forward to attending the Conference in Denver in October 2006 – You bet I do! Would I encourage any member to attend? – Absolutely. I don’t think there is any way you can come away from the Conference without being more knowledgeable, better informed, and with a wider circle of helpful contacts than you had when you arrived. Hope to see all of you in Denver in 2007 – 20-23 October (if you attend the Leadership Institute on Saturday and get the reduced Conference charge).