



The Production Line

APICS GREAT LAKES DISTRICT CENTRAL INDIANA CHAPTER • VOLUME XXV • NUMBER 4 • OCTOBER 2009

OCTOBER PROFESSIONAL DEVELOPMENT MEETING

Hidden Opportunities to Reduce Overhead Expenses

Times are Tough

Stocks are sputtering. Housing prices continue to fall and the dollar sags. Consumer confidence is slipping, causing sales to decline, jobs to be lost and businesses to sputter and fail.

At best, companies will not meet their objectives. But cheer up — there is good news, too.

Experience shows that a large majority of companies are spending more than they need to on overhead. Consider the importance of finding these hidden savings now. All it takes is a willingness to begin, a well thought-out plan, and execution. Expense reduction may help you weather the storm so that when better times arrive, your company will be a step ahead of the competition.

Speaker: W. Ray Stapleton

Accomplished Business Executive with over twenty-five years experience driving profitable growth in challenging manufacturing environments.

Ray Stapleton is a Director with Expense Reduction Analysts (ERA), a worldwide consulting firm that specializes in reducing overhead expenses with fees coming from derived savings.

Ray is a seasoned executive with over 25 years experience in manufacturing operations. He has held key manufacturing positions in various industries as Manufacturing Director for Hill-Rom, Plant Superintendent for Visteon — Ford, and Strategic Business Unit Manager for Rotary Lift.

Ray has a B.S. from Purdue University and a MBA with distinguished honors from Webster University. He is also active as a United Way ReadUP tutor, Wheeler Mission server, and international volunteer for the Guatemala God's Child program.

Ray Stapleton can be reached at, 317-885-9660 or by e-mail at: rstapleton@expensereduction.com.



PDM MEETING INFORMATION

Date/Time	Thursday, October 8th, 2009 5:30 pm Registration—Networking; 6:15 pm Dinner 7:00 pm Presentation
Location	The Mansion at Oak Hill 5801 E 116th Street, Carmel, IN 46033
Pricing	\$20 Students; \$30 Members; \$40 Non-members
Registration	Register online at www.apics-cind.org . Please register by Monday 10/05/2009.



Sign Up Now

http://www.apics-cind.org/events/100_538001.aspx?PROG=PDMG





MAINTAINING A POSITIVE *ZEITGEIST* FOR OUR PDM EXPERIENCES

Miss a meeting; miss a lot...The September Professional Development Meeting (PDM) was about capturing the Human Capital in an organization. Presenter Carrie Van Daele challenged us through audience participation sessions focused around three questions.

1. How is knowledge captured in your company?
2. How is knowledge moved around in your company?
3. What communication channels do you have in your company for sharing knowledge?

We all agreed we have documented procedures on how jobs and processes are to be performed. We also discussed how those procedures are usually kept at a higher level usually to enable the 'audit-ability' of the process itself.

What soon became evident was the awareness of how to capture the day-to-day "Tribal Knowledge" that drives an operation to achieving and improving throughput, output, profits, market share, shareholder wealth, and more. If you wish to re-visit this presentation it is available for viewing under **PDM PowerPoints** on our website @ www.apics-cind.org

We too have also realized our vulnerabilities here at APICS-CIND with regard to transferring and capturing our collective knowledge required to maintain our mission

The word *Zeitgeist* is commonly used to describe the general cultural, intellectual, ethical, spiritual, and/or political climate within specific groups...and in this case provided me, (an obviously cheesy), solution to achieving a corny A-Z analogy...please, accept my apologies. Sort of gives you an idea of what our Board meetings might be like, huh?

to the membership. With the Board of Directors being a fully part-time volunteer, non-profit organization we occasionally find difficulties in performing or maintaining some of our tasks on time due to our Board Members responsibilities to employers, families, and such. In the spirit of continuous improvement we are developing a method for gathering these for the maintenance of our Chapter throughput, output, and membership.

As you already may know the October PDM topic is about "Expense Reduction in the Supply chain" and will be presented by Ray Stapleton of Expense Reduction Analysts.

Speaking of expense reduction and continuous improvement, APICS-CIND is looking at ways to improve the things we do that affect you, our membership and guests. These initiatives range from our Accounting & Chapter budgeting, to maintaining a positive *Zeitgeist* for our PDM experiences.

For a couple of these initiatives, I would like some feedback from you, the membership.

One issue the Chapter is considering is multi-faceted. The Board of Directors is considering eliminating the invoicing option on the website sign-up page for our PDM's in order to:

1. Minimize bottlenecking at the PDM registration table.
2. Improve the throughput flow at check-in which gets you networking sooner, (talking with the bartender counts)
3. Reduce need for cash transactions and check writing
4. Use our Website receipt as your official copy for expenses
5. Reduce expenses incurred for using the Credit Card Reader
6. More accurately forecast our PDM attendance numbers
Your Chapter incurs a premium for unplanned walk-ins at these events
7. Create more opportunities for someone to win their next PDM Free!

Please send your thoughts and concerns to president@apics-cind.org, execpresident@apics-cind.org, or any other Board member of your choice @ <http://www.apics-cind.org/board.aspx>. If you have any ideas how we can improve our service to you. Tell us.

WE VALUE YOUR OPINION — AUGUST PDM SURVEY RESPONSES

Voice of the Customer

Q: How far in advance are the topics chosen for the PDM's and what is the process?

A: We are usually 6 months worth of PDM's scheduled at all times. Sometime due to conflicts, we may have to find a new speaker within that 6 month window. We utilize the annual APICS International Conference each year to work to and find relevant speakers and topics. We also find speakers based off of word of mouth from our members and other professional affiliations. If there is a topic you would like see covered , or if you know of a speaker / topic that would be a good PDM, please send their contact information to programs@apics-cind.org.

Q: For many people who have recently lost their jobs, it has been a number of years since they had to go on a job interview. I think it would be nice to use one of the upcoming PDM's as learning tool to provide "mock interviews" and job hunting tips for the recently unemployed. For example, board members could ask 3 - 5 questions while another member observes. Interested participants could get immediate feedback on areas for improvement.

A: This is a great idea and we are looking into setting this up at a future PDM. In the meantime did you know APICS has an APICS Career Development page on the APICS Website? <http://www.apics.org/Resources/CareerCenter/Tools/>

Q: Do I have to become a board member to get involved in the chapter? I am not sure how much time that I can commit at this time.

A: No, you do not have to hold a Board position or *regularly* attend the monthly board meetings to be involved. We have different committees, as well as Directors that help with some of the committees such as Programs, Education, and Membership. As you can imagine there are a lot of little tasks to be completed each month to keep the chapter going. It could be something as small as organizing some data, helping at the registration table, or making a few phone calls. Being a volunteer organization, it is important that we try to keep from overloading the board, so any extra help is always welcomed. If you would like to get more involved, even on a small scale, please contact us at president@apics-cind.org



Play a Role in the Life of a Student Student

Spotlight on Charlotte Grant

University of Indianapolis
Major: Marketing

At the University of Indianapolis, Charlotte Grant's first experience with APICS was as a participant in the 2009 Great Lakes Student Case Competition.

Prior to the competition, Charlotte was unsure how her major in marketing could be utilized in solving an operations/supply chain issue. After working on a case for nearly twelve hours straight, Charlotte developed a new interest in supply chain management and a greater understanding of how marketing was relevant to the profession.

As the current VP of Programs for the UIndy student chapter, Charlotte is excited to market the organization to fellow students, using her story to show individuals that

any and every major can find value through a membership in APICS. Charlotte is looking forward to pursuing her interests in marketing, supply chain management, and automotives—her dream job would be creating advertisements for an automaker. Charlotte would love to be paired with a mentor that either works in the automotive industry or works in marketing for a manufacturing organization.

If you are interested in mentoring Charlotte Grant, please contact Emily Phillips (Mentor/Scholar Program Lead) via e-mail at emily.r.phillips@msn.com or by phone at 574.242.0281.

The Central Indiana Chapter welcomes the following new professional members:

Paul Cada, Rolls-Royce Corporation | Gaurav Bansal, Cummins | Steve Irwin

Greetings, **Bryan Seidensticker**, CPIM — VP Membership

Meet your Central Indiana APICS Board of Director's Meet this month: **Chris Felger, CPA, CMA, CFM — VP Finance**



Chris Felger is a Manager in Katz, Sapper & Miller's Audit Group with a focus on KSM's Transportation Practice Group, Construction Practice Group, and in the Manufacturing, Wholesale and Distribution Practice Group. Chris began his career at KSM in 1999 and left for several years to work in a CFO capacity at a privately held company before returning to the firm in early 2008. Chris's experience outside public accounting has provided him with invaluable insight to the client side and giving him a greater understanding in serving the needs of his clients.

Chris audits and reviews financial statements and advises his clients in accounting, reporting, compliance and internal control issues.

Education

Chris graduated with distinction from Manchester College with a Bachelor of Science degree in Accounting and a Master of Accountancy degree.

Associations and Community Involvement

Chris is a member of the Institute of Management Accountants, the Central Indiana Chapter of the Construction Financial Management Association and the Association for Operations Management.

Chris became involved in APICS, the Association for Operations Management, to network with individuals in the operations management field and to better understand the issues facing his clients.

Personal

Chris resides in Noblesville with his wife and their two children.

2009/2010 Education Opportunities—CPIM

Members: \$500
Non-members: \$550

Date	Description	Location
Oct 17, Sat 8a	Detail Scheduling and Planning Fast Track Oct 17 & 24	University of Indianapolis
Nov 14, Sat 8a	Execution and Control of Operations Fast Track Nov 14 & 21; Reg. Deadline: 11/4/09	University of Indianapolis
Nov 24, Tue 5:30p	Master Planning of Resources (Meets 11/24/09 - 1/12/10) Reg. Deadline: 11/11/09; Speaker: Natalie Scheidler, CPIM	APICS Training Office
Dec 12	Strategic Management of Resources Fast Track Dec 12th & 19th, Reg. Deadline 12/2/09	University of Indianapolis
Jan 16, Sat 8a	Basics of Supply Chain Management Fast Track Meets 1/16/10, 1/23/10, 1/30/10; Reg. Deadline 1/6/10	University of Indianapolis
Jan 26, Tue 5:30p	Detail Scheduling and Planning Meets 9 weeks 1/26/10 - 3/23/10; Reg. Deadline 1/13/10	University of Indianapolis

2009/2010 Certified Supply Chain Professional—CSCP

Members: \$1,250
Non-members: \$1,500

Dec 5, Sat 8a	CSCP Review Class Dec 5, 12, 19, 2009; Reg. Deadline 11/6/09	University of Indianapolis
March 20, Sat 8a	CSCP Review Mar 20, 27, APR 3; Reg. Deadline 2/17/2010	

2009/2010 Professional Development Meetings

Date	Title	Presenter/Sponsor	Location
October 8	Expense Reduction	Ray Stapleton	Mansion at Oak Hill
November 12	War of Logistics — Supplying Our Troops in the Middle East	Major John Cleveland	Valle Vista ConferenceCenter
December 10	Inside Indiana Business	Gerry Dick	Mansion at Oak Hill
January 14	Outsourcing	Wendy Hasker	Mansion at Oak Hill

APICS-CIND: www.apics-cind.org
APICS-FTW: www.apics-fortwayne.org
APICS-MICH: www.apics-michiana.org
IndyASQ: www.indyasq.org
PMI: www.pmicic.org

ADMISSION: Members: \$30.00
 Non-Members: \$40.00
 Students: \$20.00

SIGN-UP: 5:30 PM

BOARD OF DIRECTORS CONTACT INFORMATION:

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ASSISTANT DIRECTORS: David Hill, Lance Wenck, Rao Kolla, Kathy Franklin-Lee, Kathleen Butkiewicz, and Emily Phillips

Professionals Teaching Professionals

The School of Business offers
master's, bachelor's, and
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The **Production Line** is published monthly by the Central Indiana Chapter of APICS, the Association for Operations Management, to provide its members the news and activities of the chapter. Comments, suggestions and story ideas are welcomed and encouraged.

Editor: **Tammy Lantz**, VP Publicity — publicity@apics-cind.org



APICS
The Association for
Operations Management
Central Indiana Chapter