



### *Newsletter: 2015 – 2016 Season*

#### In This Issue:

- APICS Fun
- Message
- Current PDM Information
- Shoreline APICS PDM Schedule
- Upcoming APICS Shoreline Events
- Chapter/APICS News
- CPIM Review Course Schedule
- Shoreline Board of Directors
- Board of Directors Meeting Schedule
- Editor's Note
- Contact Information
- Unsubscribe Instructions

### **APICS Fun**



**"Now you'll be able to see exactly what Marketing sees."**

# Message for the Board

Greetings,

I would like to start this letter off with a “Thank You” to all of the people that are active in our local APICS Chapter. Whether it is attending PDMs, attending review classes, volunteering as a board member or attending our road clean up, we all help the Chapter “Stay Alive and Well”.

As we start a New Year I would like to challenge our members and non-members to get more involved this year. For our non-members this is the year you should join our Chapter. For our non-certified members this is the year you should get your APICS certification. For our certified members let this be the year that you become a board member or recruit others to start getting involved in our Chapters activities.

It is active involvement that will help our Chapter grow. As we grow we can offer more programs, expanded upon our PDMs, tours and review classes. We would like to grow our educational offering by providing Certified Supply Chain Professional (CSCP) review classes but we can’t do this until we grow as a Chapter.

Please, help our Chapter grow this year - let’s all get involved, be involved and stay involved.

Have a great 2016 and we’ll see you this year at APICS Shoreline Chapter events.

Joel Jelenc, CPIM  
VP Marketing & Newsletter  
APICS Shoreline Chapter

---

[Return to top](#)

# Current PDM Information

## January PDM

### CNC Links

4935 County Road C, Manitowoc, WI, 54220

**Date:** Tuesday, January 12<sup>th</sup> 2015

**Speaker:** Ryan Foote, Manager Sales & Operations Planning, Kohler Co.



While not formally trained within the Supply Chain discipline, Ryan has a strong passion for understanding and driving the business and has progressed through roles of increased responsibility during his tenure with Kohler Co. Ryan started his career with Kohler Company in 2005 as a Human Resource Professional. During his tenure in Logistics working as Sr. Project Analyst and Project Manager, he had developed his Supply Chain experience through responsibilities including managing all components of Supply Chain expenses (roughly 9% of net sales) including Financial and Capital Planning processes, managing backlog/shipping commitments and execution, and managing projects to reduce cost (several initiatives delivered annual savings greater than \$1M).

Through an internal leadership program for emerging leaders, he was challenged with a Process Improvement Manager, Demand Management role in late 2011 with an initial focus being on retail Collaborative Planning, Forecasting, and Replenishment (CPFR). During his tenure in this role, the forecasting team effectively drove process improvements resulting in a 30%+ reduction in forecast error which contributed to improved service levels (as measured from Kohler to our customers), improved in-stock % for our customers, a nearly 80% reduction in retail cuts (“cancellations” when they are out of stock), and improved inventory health (reduction in shortage/excess). His current position is Sales & Operations Planning Manager.

He attended the University of Wisconsin-Green Bay where he earned Bachelor’s Degree in Business Administration, Minor in Accounting along with specialized training in Kohler NXT Leadership Program (2011-2012) and Executive seminar in Logistics (2012) at Michigan State University.

#### **Topic:** Sales & Operations Planning

The presentation will focus on the monthly S&OP processes including Demand, Supply, Inventory, and Service. Kohler runs SAP for both Demand & Supply Planning with additional reliance on SAS, Data Warehouse, Business Warehouse, and Microsoft Excel. While technology is an important component of any S&OP process, Kohler is not typically an early adopter of new technology. A key focus of Ryan’s roles over the past several years has been on how to appropriately leverage the technology they have and identify areas where additional tools would drive improved business performance.

- Demand: Demand Planning Cadence, Forecasting Metrics, CPFR Processes (Collaborative Planning, Forecasting, & Replenishment), and the importance of using Point of Sale data
- Supply: Supply Planning Cadence, Tools to Manage the Process (IOP Document), and scenario planning
- Inventory: Inventory Turns, Capacity, and proper use of Capital
- Service: Metrics to measure service, analysis of misses, and lead-time management

**Interested in attending this event?**  
**To register contact Rhonda Shermeister at**  
**[Rhonda.Shermeister@sargento.com](mailto:Rhonda.Shermeister@sargento.com)**  
**Please register by 10/5/2015!**

[Return to top](#)

---

# Shoreline APICS PDM Schedule

## 2015-2016 PDM Schedule

DATE		LOCATION	SPEAKER
Wednesday	9/09/2015	Kohler Engines Lobby, 444 Highland Drive, Kohler WI 53044  Klemme's Wagon Wheel, Howards Grove	Tour — Kohler Power Group Speaker — Christopher Gonto, Superintendent Manufacturing, Kohler Engines, Kohler Co.
Tuesday	10/13/2015	8 <sup>th</sup> Street Ale House, Sheboygan	Brad Peot, Account Manager, Wisconsin & Southern Railroad, LLC
Wednesday	11/11/2015	Timeout Sports Bar & Grill, Manitowoc	Interactive Round Table Discussion
<i>No December Meeting due to Holiday. Merry Christmas and Happy New Year!</i>			
Tuesday	1/12/2016	CNC Links, 4935 County Road C, Manitowoc	Ryan Foote, Manager Sales & Operations Planning, Kohler Co.
Tuesday	2/09/2016	Rockline Industries, 1113 Maryland Ave., Sheboygan Al & Al's, 1502 S. 12 <sup>th</sup> St., Sheboygan	Tour – Rockline Industries  Speaker – Pat Rush, Plant Manager Rockline Ind.
Tuesday	3/8/2016	The Bull at Pinehurst Farms 1 Long Drive, Sheboygan Falls	Tour – Wigwam Mills  Speaker: TBD
Wednesday	4/13/2016	Autumn Ridge, One Straight Drive, Valders WI	Award and Upper Management Night  Matthew Ohrt, Director, People & Culture, Ariens Co.

### Time

Cocktails: 5:00 PM to 6:00 PM  
Dinner: 6:00 PM to 6:45 PM  
Chapter Business: 6:45 PM to 7:00 PM  
Speaker: 7:00 PM to 8:00 PM

### Cost

Member: \$25.00  
Guest: \$30.00  
Student: \$15.00

[Return to top](#)

# Upcoming APICS Shoreline Events

## November Calendar

January 7, 14, 21, 28 – CPIM Review Course – DSP – 5:00-9:00 PM Bemis Plant D  
January 12, - PDM – 5:00-8:00 PM – CNC Links

## Chapter/APICS News

### CPIM Review Course Prices for 2016/2017

The Cost for our review classes will be increasing for the 2016/2017 year. The new cost for review classes will be \$375 Member & \$450 Non-Members. Anyone signing up for the 2016/2017 classes by June 30, 2015 can do so at the current price of \$300 Member & \$375 Non-Member.

## CPIM Review Course Schedule:

### 2015/2016 CPIM Review Course Schedule:

Thursdays 5 PM – 9PM @ Bemis Plant D

- ~~Basics of Supply Chain Management (BSCM)  
September 17, 24, October 1, 8, 15 – 2015~~
- ~~Master Planning of Resources (MPR)  
October 29, November 5, 12, 19, December 3 – 2015 (note the 1 week gap between sessions due to Thanksgiving holiday.)~~
- Detailed Scheduling and Planning (DSP)  
January 7, 14, 21, 28, February 4 - 2016
- Execution and Control of Operations (ECO)  
February 18, 25, March 3, 10, 17 - 2016
- Strategic Management of Resources (SMR)  
March 31, April 7, 14, 21, 28 – 2016



Cost per Class: \$300 – Member \$375 – Non Member

Please call or e-mail:

Bruce G. Balthazor, CPM, CPIM

Senior Buyer

DRS Power & Control Technologies, Inc.

4265 North 30<sup>th</sup> Street

Milwaukee, WI 53216

Phone 414-875-4772

Fax 414-875-4712

[brucegbalthazor@DRS.com](mailto:brucegbalthazor@DRS.com)

[Return to top](#)

---

# Shoreline Board of Directors

POSITION	NAME	E-MAIL
President	Daniel Otte	drotte63@gmail.com
Executive Vice President	Rhonda Shermeister	Rhonda.Shermeister@sargento.com
Past President		
Secretary	Linda Tryba	lmtryba@aol.com
Treasurer	OPEN	
VP Student Chapter	Stephen Rasmussen	Stephen.Rasmussen@manitowoc.com
VP Certification	Bruce Balthazor	brucegbalthazor@drs.com
VP Membership	Stephen Rasmussen	Stephen.Rasmussen@manitowoc.com
VP Programs and Events	Rhonda Shermeister	Rhonda.Shermeister@sargento.com
VP CBAR	Dan Otte	drotte63@gmail.com
VP Marketing	Joel Jelenc	jjelenc@polyvinyl.com
Newsletter	Joel Jelenc	jjelenc@polyvinyl.com
Webmasters	Mitchell Calvert	Mitchell.Calvert@kohler.com
Historian	Jim Prellwitz	james.prellwitz@att.net
Member at Large	Jody Leischner	Jleisch4@gmail.com

## BOD Meeting Schedule

BOD meetings are planned for the first Wednesday of the month except as noted. Meetings are held at Lakeshore Technical College at 6:00 PM. All members are welcome to attend any board meeting. Please let any current board member know if you would like to attend as we normally have a light meal preceding the meeting and it will help us to ensure we have enough for all.

## Editor's Note

If you have an interest in any specific news item, have a question or wish to see something added to the newsletter please e-mail your request to [newsletter@shorelineapics.org](mailto:newsletter@shorelineapics.org).

## Contact Information

APICS Shoreline Chapter  
P.O. Box 267  
Sheboygan, WI 53082-0267  
[www.ShorelineAPICS.org](http://www.ShorelineAPICS.org)

## Unsubscribe Instructions

We hope that you enjoy receiving our newsletter each month. However, if you'd prefer not to receive it, please send an e-mail to [newsletter@shorelineapics.org](mailto:newsletter@shorelineapics.org). Be sure to include the word 'Unsubscribe' in the subject line.

[Return to top](#)

---