



BLUEGRASS CHAPTER

NEWSLETTER



OCTOBER 2008
Edition

The PRESIDENT'S MESSAGE

Our next meeting is coming up on October 21 at the Embassy Suites. Our speaker this month is Michael Demere. He is associated with the Goldratt Institute and the last time he spoke about "Theory of Constraints". This time his topic will be "Growing In Highly Competitive Times: Successes and Lessons Learned". Michael is an outstanding speaker and had excellent evaluations the last time he was here.

In September, our speaker was Steve Gran of Blueprint 57. He had some very good ideas about how to run an effective meeting. This is a valuable skill and most of us have been stuck in meetings that seem to go on forever and yet nothing gets accomplished. It definitely struck home for most of us. If you were not there, you missed a very good evening.

In September, APICS held its international conference in Kansas City. This is a wonderful opportunity to connect with professionals from around the world. The various breakout sessions allow you to either get back to the basics or explore new technology and concepts. This year the keynote speakers were all geared toward projects on sustainability. This has come to be seen as good business and many companies are moving in that direction. Next year the conference will be in Toronto. This experience can be eye-opening and can help advance your career. Everyone should try to attend at least once.

In addition to attending the conference, I also agreed to mentor a student scholar. It was a fantastic experience. I was assigned a senior from Penn State. (Don't get all upset about sports rivalries. My nephew graduated from the same school.) She was an absolute joy and will be an asset wherever she decides to start her career. This future professional gives me great confidence in the future of our profession and our country. We both plan to maintain contact and I look forward to following her career. Mentoring is something we all do wherever we are. It does not have to be a formal program at the international conference. Is there someone in your organization who could benefit from your experience, guidance and support? I hope to see you at our next meeting.

Dave Magee, CPIM CIRM CSCP President, APICS Bluegrass Chapter President,

Welcome! New Members:

David Gibson
Andrew Keller
George Koshy
Jeffrey Lohr
Michael Newkirk
Catherine Schreiber

Tuesday, October 21st PDM

(Professional Development Meeting)

Michael Demere presents...

*"Growing In Highly Competitive Times:
Successes and Lessons Learned"*



Inside This Issue:

October PDM

Member Profile

PDM's moved to Tuesday's starting September 2008

Next CSCP Exam Date: **December 13, 2008**

Exam Registration Deadline **October 31st**

Professional Development Meeting

TOPIC: “Growing In Highly Competitive Times: Successes and Lessons Learned”
(1 Certification Maintenance Point)

SPEAKER: Michael Demere - TOC Expert and Consultant

DATE: October 21, 2008

LOCATION: Embassy Suites Hotel, 1801 Newtown Rd., Lexington Kentucky (859/455-5000)

FEE: \$20.00 (Note: If you make a dinner reservation and do not attend you will be billed)



AGENDA:

5:30 — 6:00 p.m.	Registration/Networking
6:00 — 6:45 p.m.	Dinner
6:45 — 7:15 p.m.	Business Meeting (and Door Prizes)
7:15 — 8:00 p.m.	Presentation by Michael Demere
8:00 — 8:10 p.m.	Announcements and Adjournment
8:15 — 9:00 p.m.	APICS Board of Directors Meeting (all welcome!)



APICS Bluegrass Chapter is now accepting MasterCard and VISA for PDM and Class charges.

Reservations: Required by Thursday, October 16th, 2008
...on-line at www.bluegrassapics.com, email to aburja@lexmark.com or by calling Adam Burja at 859/ 232-1559. Make sure your reservation is verified.

MENU:

**Sliced Roast Beef, Vegetable & Potato
Salad, rolls, desert Coffee, Iced and Hot Tea**

(If you can't come to the meal, please come for the program!)



Upcoming APICS Meetings:

PDM: October 21, 2008	Michael Demere	“Growing in Highly Competitive Times- Successes and Lessons Learned”
PDM: November 11, 2008	Mike Hoseus	Toyota Culture “ The Heart and Soul of the Toyota Way”
PDM: December 9, 2008	Plant Tour	Alltech KY Ale Brewery

Encourage your colleagues to join APICS now!

Some Membership Benefits: **Free APICS Dictionary (\$45 value)**
CPIM exam discount (\$175 on all 5 total)
Multiple discount options on educational classes

APICS Bluegrass Chapter Presents on October 21st...

“Growing In Highly Competitive Times: Successes and Lessons Learned” by Michael Demere



Manufacturers are faced with the constant pressure to find a way to grow without taking undue risk, destroying margins, or adding unneeded investment.

To grow, many companies have tested the path of efficiency gains or complex improvement methods only to find the benefits to be temporary, stressful, or even damaging in some cases.

Using a straightforward and common sense approach, Michael Demere has worked with manufacturers to seemingly unachievable growth levels. Michael simply follows the insights popularized by Dr. Eliyahu Goldratt in his best selling books “*The Goal*” and “*It’s Not Luck*.”

At times, the path to growth has not been easy and has presented many unforeseen challenges. During the October PDM, Michael will share his experiences when:

- Creating a decisive competitive edge market offer that grows sales,
 - Building a sales team that can capitalize and communicate a business deal,
 - Sustaining operational performance to support new growth,
 - Keeping your managing team focused,
 - Removing internal blockages, and
 - Avoiding common pitfalls that often prevent stable growth.
- (1 Certification Maintenance Point)



MICHAEL DEMERE

Michael has extensive experience applying business improvement approaches, primarily centered on using the Theory of Constraints (TOC) across a variety of service, distribution, and manufacturing companies.

His qualifications include:

The Jonah Course® from The Avraham Y. Goldratt Institute

“TOC Application Expert” in Sales and Marketing, Operations and Distribution Management recognition by Goldratt Schools

Certified by the Theory of Constraints International Certification Organization (TOC-ICO) in the TOC Thinking Processes, Distribution, Finance and Measures.

Serves on the Education Committee for TOC-ICO

APICS Bluegrass Chapter Membership Profile:

...What do you value most about your membership with APICS?

“Being a member of APICS has given me the opportunity to view supply chains from an overall strategic perspective, not just one area of expertise” - Gary Jones

Visit the APICS Bluegrass Chapter website at www.bluegrassapics.org for more information on Board of Directors, contacts, current Educational Schedule with pricing and policies and links to other information.

Upcoming APICS Southeast District Meetings:

Chattanooga, TN

October 17-18, 2008

Jacksonville, FL

February 20-21, 2009

Louisville, KY

June 5-6, 2009

OUR MISSION:

To provide the business community with high quality resource management education and to meet the challenge of individual professional growth.