



The Association for Operations Management

MIDDLE TENNESSEE CHAPTER

www.apicsnashville.org

PO Box 293186 Nashville TN 37229-3186

EST 1966

REGION 12

PDM MAY 16, 2006

PLACE	Radisson Hotel - Opryland
COST	\$20
NETWORKING:	5:30 – 6:00 p.m.
DINNER:	6:00 – 6:45 p.m.
BUSINESS:	6:45 – 7:00 p.m.
PROGRAM	7:00 – 8:00 p.m. Michael Demere
Theory of Constraints / Viable Vision	

RESERVATIONS: Contact Laura Pyron 615-773-6830 or lpyron@campbellhausfeld.com by Thursday May 11, 2006.

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Mr. Demere's topic will be on the *Theory of Constraints* or TOC. TOC was described by Dr. Eliyahu Goldratt in his best selling book, "The Goal." You may know that operational components of TOC are used to solve manufacturing bottlenecks, reduce inventory, and increase sales. TOC also has an application to finance through the concept of Throughput Accounting, popularized by the book "The Theory of Constraints and Its Implications for Management Accounting" by Debra Smith. In addition, recent developments in TOC include Dr. Goldratt's combination of the overall approach of TOC to "take your current top-line sales revenue number to become your bottom-line net profit number in less than four years." This approach is currently being popularized around the globe with the term "Viable Vision."

Mr. Demere will speak on recent developments in these areas and explore if it is possible for any company to grow at such an accelerated pace during Viable Vision.



A Pleasure to Serve You

George Gordon

Another year has quickly gone by and I wanted to take a minute to express my thanks to all of you for making this a very good year. We started out the year with Richard Schonberger, an internationally known author, consultant and educator speaking to us on Lean. Fred Tolbert followed, covering the "Ten Stupid Things Companies Do to Mess Up Their Inventory". Next, Seth Davis showed us how to implement a WMS system in conjunction with labor management measurements. Before we took a Christmas break, we toured Quanta Corporation.

Starting out the new calendar year, our own Mike Moody spoke on a recovery plan for those who get caught up in company downsizing. In February, Randall Brough put on one of the highest rated programs of the year on how to navigate the corporate culture when implementing a project. Then, we heard from one of the most entertaining speakers on the circuit. Mr. Terry Lunn showed us the importance of being able to measure the supply chain. Last week, we were treated to the delightful Netherlands accent of Ben Laaper who covered negotiation skills for planners and master schedulers. To wrap up this year we will hear from Michael Demere on a portion of Eli Goldratt's Theory of Constraints.

I'm sure that, along the way there was something to be gleaned that will help some of you in the work you are called to perform.

I will close by saying it has been my sincere pleasure to serve you for the past two years as Programs Vice President and know that my successor, Scott Cornwell, will do a fantastic job putting together quality programs for the coming year. I know you will give him the same cooperation and respect you've given me as we endeavor to serve you and the MITE Chapter membership.

Regards,

George Gordon, CPIM, CIRM

President's Message.....

Time flies doesn't it? It has been two years since I returned to Nashville to work and live, and get re-involved with the Middle Tennessee Chapter of APICS again. It has been a great two years of serving as your president and helping the chapter provide the excellent education programs and training that you have come to expect from the chapter. I have enjoyed meeting everyone that came to our monthly meetings, and working with an excellent board of directors, but it is time to step aside and let a new management team take over chapter operations.

We have an excellent leadership team for the coming year, and they will work hard to continue to offer you the same great services you have come to expect. During the upcoming summer months, the board will meet several times to transition from former to new leadership, as well as plan for future educational classes and Professional Development Meetings.

I would like to say thanks to the excellent team members that have helped manage the board over the past two years, to include George, Barb, Ty, Royce,

Yuepeng and to the other board members who have also been there at our monthly meetings. I would also like to say thanks to Katie, Jeff, Scott, and Lisa who have volunteered to join the board for the 2006 – 2007 year. For everyone that is remaining on the board, thanks so much for continuing to volunteer your personal time to help Ty and the rest of the team.

If you have suggestions for speakers or topics for future dinner meetings, please let Ty or anyone on the board know your thoughts. We want to provide information and news that you can use. If you need Fundamentals or CPIM classes taught at your company location, contact Ty. We can arrange on-site training in most cases.

Please join us for our last professional development meeting on May 16th. We have a great speaker and topic, and you will not be disappointed. This will be our last meeting until September, so please come join us and learn more about the Theory of Constraints.

Mike Moody, CPIM, C.P.M.

MICHAEL DEMERE

Michael has extensive experience applying business improvement approaches, primarily centered on the Theory of Constraints (TOC) across a variety of service,



distribution, and manufacturing companies. He has on-site exposure to more than 110 manufacturing plants and distribution centers. He has held company positions in accounting, purchasing, distribution, sales, manufacturing operations, and technology. His qualifications include *The Jonah Course*® from The Avraham Y.


Goldratt Institute. Michael is recognized by Goldratt Schools as a "TOC Application Expert" in Operations and Distribution Management. He is certified by the Theory of Constraints International Certification Organization (TOC-ICO) in the TOC Thinking Processes, Distribution Management, and Finance and Measures. He serves on the Education Committee for TOC-ICO. In addition, he has a MBA with a dual concentration in Finance and Operations Management from Tulane University in New Orleans.

More recently, he has been involved in Viable Vision projects for manufacturers and distributors. In all cases, the client more than doubled their net profit in the first year of the project.

Michael is President of Global Impact Ventures LLC, a group focused on gain share relationships that are contractually committed to accelerating bottom-line profit growth to drive profits in four years to equal current sales revenue ...or the client does not pay.


Please join us for the evening,
George Gordon, CPIM, CIRM
Vice President, Programs

**Scott Cornwell, Second Harvest Food Bank
2006 – 2007 Vice President, Programs**



Scott Cornwell, CFM, is the Vice President of Operations for Second Harvest Food Bank of Middle TN. He has more than 20 years of international logistics and supply chain experience and is responsible for all Second Harvest's logistics initiatives, warehouse operations and plant management. Scott is active in several industry associations including APICS, CSCMP, WERC, ASQ and IFMA. He is an alumnus of the Young Leaders Council, has served on the Board of Nashville's Table and as Chairman for numerous Special Olympics and Operation Stand Down events. He has a B.S. degree in Business from National University, and lives in Franklin with his wife, Cheryl and son, Hawkins.


**Katie Miller, Sanford LP
2006 – 2007 Secretary**



Katie Miller is a production planner at Sanford LP, a division of Newell Rubbermaid. She has been with the company for a year and a half. Prior to joining the Sanford team, she was a planner at Flextronics International and a MP&L analyst at MIG-Visteon. She joined APICS when she started at Sanford, so she has been a member for about a year and a half as well. Katie is one exam away from finishing her CPIM, and plans to pursue CIRM certification next.

Jeff Wilson

2006 – 2007 Vice President, Education



Jeff Wilson is currently employed as a contract analyst with Nissan Motor Manufacturing. Jeff has an extensive background in manufacturing and materials management. He has been a Plant Manager for Owens Corning and Glacier Clear, LLP. Jeff also held several leadership positions with Colgate Palmolive, including Materials Manager. Jeff joined APICS in January of 2006 and has been pursuing his CPIM since that time. Jeff is also one exam away from completing his certification. He has a Bachelor's degree in Economics from Western Kentucky University. Jeff is active in his church, Long Hollow Baptist, and lives in Hendersonville with his wife, Kelly and two sons, Max and Tyson.

**Lisa Keeble, Cumberland Swan
2006 – 2007 Vice President, Finance**



Lisa Keeble is the Materials Planning Manager for Cumberland Swan in Smyrna, TN. She has a dual bachelor's degree in Logistics and Transportation and Spanish from the University of Tennessee. Lisa enjoys traveling and has spent several months in Costa Rica studying language, as well as short periods of time in Mexico and Spain. Lisa has been a member of APICS since 2005 and is actively pursuing her CPIM certification. She currently lives in Smyrna with her husband Jeff and dog Bailey, and spends most of her free time gardening.

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VP Education

Jeff Wilson

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Royce Culpepper, CPIM

Webmaster/Member-at-Large

Yuepeng Li, CPIM

Member-at-Large

Caren Bedford

Student Chapter Liaison

Open

Past President

Mike Moody, CPIM

Welcome New Members

Janet Pawlik

Scott Davidson

PDM SCHEDULE 2006

Sep 19, 2006	Supplier Survey	Mike Moody	Radisson
Oct 17, 2006	Leveraging RFID On The Plant Floor, Practitioner	Paul Reed	Radisson
Nov 21, 2006	Secrets of Service Parts Forecasting	Gary Landis	Radisson
Dec, 2006	Plant tour to be scheduled		



MITE Employment Service

Laura Pyron, our reservation coordinator, has agreed to reestablish and coordinate the Mite Chapter Employment Service. This is a great service for MITE members. It is a valuable resource for both employees seeking new opportunities and employers looking to fill their employment needs. Please send your resumes or job descriptions to Laura at lpyron@campbellhausfeld.com or call her at 615-773-6830.



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Royce Culpepper - Editor
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May 2006 PDM

INSIDE:

Michael Demere Theory of Constraints
New Board Members
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