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REMINDER TO REGISTER

Forecast Collaboration

Presented by James Kubik CPIM
The Hickory House
550 Officecenter Place
Gahanna

Date: Tuesday, March 17, 2009

Registration Cut Off: Friday, March 13, 2009; 4:00 p.m.

at www.apics-col.org

Registration: 5:30 PM
Dinner: 6:00 PM
Presentation to follow

Cost is \$25

Forecast Collaboration

The stigma surrounding forecasting is that they are never right; because of this some foolish forecasting analysts finish the forecast and execute the plan before receiving feedback from the organization. The wiser forecast analysts will take this initial forecast and pass it around the organization to the appropriate people to see if it can be improved by the addition of information that he/she did not have. What does marketing, sales, and your customers, know about the future that the demand manager doesn't? There is someone with more knowledge of the demand future; your demand planning team has to find that person, collaborate with them, and get that information into the forecast.

I look forward to sharing with you my forecast collaboration experiences with two different companies. We will explore what you need for a successful forecast collaboration process. This will include what types of information to

review, who should review this information, training topics, tools of the trade, the consensus process, and measures for success. You also will learn why at one company the process succeeded and why at the other company the process failed.

James Kubik, CPIM

James Kubik attended The Ohio State University and graduated in 2000 with a BSBA in Business Administration from the Fisher College of Business. He began his career at ArvinMeritor, an \$8B supplier of technologically advanced modules and systems in the automotive industry. While at ArvinMeritor he held positions in Master Scheduling, Production Scheduling, and Material Planning. While tending to his daily duties he developed multiple Microsoft Access databases to reduce excess inventory, improve forecasting, schedule work cells, and streamline sales reporting. He left ArvinMeritor in 2005 to take a position with UnionTools in Columbus, OH where he held the position of Demand Manager. While at UnionTools he managed an \$85M sales forecast using Demand Solutions, collaborated with 11 sales managers to analyze and update product forecast, and led the monthly Sales and Operations Planning meeting. He left UnionTools, after it was purchased by Ames True Temper, in Spring of 2006 to join the Ross Products Division of Abbott Laboratories as a Sr. Forecast Analyst. While at Ross James helped to complete the implementation of Demand Solutions and managed a \$700M sales forecast for Ensure, Glucerna, and ZonePerfect brands through a collaborative Sales and Operations Planning process. James joined Caseware Solutions Group as an Account Manager in May 2007 where he currently manages 30+ customer accounts and works with companies on improving forecast accuracy and service levels while reducing inventory levels.

APICS Columbus
Chapter,



On behalf of
BOMS, thank you
very much for
sponsoring BOMS

in the APICS Great Lakes Case Competition. A team of 5 BOMS undergraduate students (Ryan Barker, Samantha Howard, Brad Wise, Ryan Shafer, and Brian Meyer) competed this weekend in Chicago, IL. At the competition were 169 undergraduate and MBA students who fielded 28 teams representing 26 schools from across Ohio, Indiana, Illinois, Michigan, and Wisconsin. I am proud to say that BOMS took third place! This is an especially noteworthy accomplishment since it was the first case competition for BOMS and for all of the students involved. Two members of our team are sophomores, and the team was able to hold their own against MBA students!

Before the case competition began, we visited the APICS headquarters in Chicago, IL, where we were interviewed (and filmed) regarding our operations education at OSU, our involvement in BOMS, the usefulness of APICS in helping us begin our careers, and the great support we get from

our Columbus parent chapter. The interviews will be used in material to promote APICS to students.

Once again, thank you very much for your sponsorship and support of BOMS. Additionally, BOMS members will be beginning the APICS Basics CPIM review classes in April and will be taking the exam in the spring. This is an exciting time for BOMS as members are taking their first steps towards the CPIM Certification.

Sincerely,

Ryan Barker

President, BOMS

Columbus APICS Chapter

Education Offerings

2008-2009

CPIM: Classes will begin in November 2008 and end in Mar 2009. The sessions will be an 8 hours on Saturday. Check the web site (apics-col.org) for details.

All day Saturday classes - check web site for details.

Exam Administration:

CPIM exams continue to be offered by computer based testing in North America throughout the year. Specific dates and hours of operation vary by site.

CSCP exams continue to be paper and pencil with computer based testing mid 2009. Columbus is a location for the exam.

Check APICS.org for computer test locations. The 2009 CSCP exam schedule will be posted on our web site this fall.

In house courses are available upon request for CPIM courses

Membership Statistics

Current Membership Total: 267

Professional Members: 228

Corporate Voting Members: 16

Student Associate Members: 20

Retired Members: 2

Academic Professional Members: 1

Corporate Associates (not included in total): 77

New Chapter Members:

Tim Garrett
Gonzalo Arriaga
Marjorie Salada
Jon Jones
Amy Gasparotto
Kelle Bevins
Jane Lee

From the Chairman's Desk...

Please make sure and update your calendars for our next event, I would like to see everyone come and make one of our own welcome. James Kubik is from the Columbus Chapter so lets make him feel welcome.

Thanks to everyone who attended our last event at Athony Thomas. I hope you bought your Valentine a gift from the Gift Shop while we were there for our visit. The candies were delicious not to mention the tour was wonderful.

Regards,

Teresa L. Severt CPIM

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