



THE NEAL REPORT

Advancing Productivity, Innovation, and Competitive Success

NORTHEASTERN ALABAMA CHAPTER NO. 324

Professional Development Meeting

Thursday 16 February 2012

Lean Forecasting

Apply Lean Concepts to Improve Forecast Accuracy

*The Classic on Noble
(1024 Noble Street, Anniston)*

Time: 6:00 Cost: \$20.00

For Reservations Contact:

Bob Jackson 435-8626 or operations@waterjet.net

David Curl 241-1330 or David.curl@nabiusa.com

by

Noon on Wednesday, 15 February 2012



INSIDE THIS ISSUE

- 1 President's Message
- 2 PDM Topic
- 2 About Our Speaker
- 3 Educational Program Update
- 3 Education Calendar
- 4 Professional Development Meeting Calendar

Take a look at our web site:

www.apicsneal.org

President's Message

What a Great meeting this past month. We certainly want to thank Jim Marcotuli on his presentation on "Management Principles". There were several keep points and "tools" that our membership was able to take back and put in their "tool bag".

We just wrapped up one of our CPIM review classes. We have 5 people going through the class. We have another class coming up in March, so stay tuned for form information.

This month, our guest speaker is Fred Tolbert from Demand Solutions. Fred is a long time APICS member and a good friend. This will be another Professional Development Meeting that you will not want to miss out on. His topic on using Lean techniques for forecasting will be exciting to hear.

So come and support your local APICS chapter and community by networking with other operational management professionals at our Professional Development meeting on February 16th at Classics.

We thank you for your support for your local APICS Chapter.

Your NEAL Board of Directors

February Professional Development Meeting

Lean Forecasting: Apply Lean Concepts to Improve Forecast Accuracy

Many people's attitude about sales forecast accuracy is a little like the weather. They complain about it, but feel powerless to do anything about it. Even after spending big \$\$ on sales forecasting systems, they sometimes find that their forecasts are less accurate than before. The reality is that the cause of forecast accuracy problems are often not in the software, but in the sales forecasting process built around the software.

Lean concepts involve identifying and eliminating non-value-adding activities in business processes. Non-valued added activities in the sales forecasting process often add complexity, bias and excessive forecast adjustments, resulting in less accurate forecasts, excess inventory and lower customer service.

Today, innovative companies are applying lean concepts to improve their sales forecasting process. The results are 90+% forecast accuracy and near 100% customer service. This month's Professional Development Meeting will demonstrate how to apply lean concepts to improve your company's sales forecasting process. Also, it will provide a case study of how one company applied its mission of continuous improvement to build a world class forecasting process.

About our Speaker

Fred Tolbert CPIM, CSCP

Fred Tolbert has twenty-five years of supply chain management experience. He is Principal of Southeast Demand Solutions, LLC, the Southeastern reseller of the Demand Solutions suite of demand planning software. In this position, he leads the Demand Solutions marketing, training and consulting activities in Alabama, Florida, Georgia and South Carolina.

Fred spent ten years as a Principal Consultant with The North Highland Company, an Atlanta-based management consulting services firm. He was Director of Operations with Sun Data, a distributor of IBM AS/400 equipment. He held systems development management and inventory management positions with Contel Corporation. Fred began his business career as a Senior Consultant with Andersen Consulting.

Fred has BBA and MBA degrees from the University of Georgia. He is active in APICS, The Association for Operations Management, and served two terms as president of the Atlanta APICS Chapter. He has recently completed his term as the APICS Southeast District Director, representing ten southeastern states on the APICS society Board of Directors.

Education Update

Your NEAL Chapter of APICS has available a very aggressive Certification workshop program. As you all know there are two programs. The first is CPIM and the other is CSCP (Certified Supply Chain Professional). We are currently offering the 5 CPIM modules. The DS&P (Detailed Scheduling and Planning) is scheduled for March 9, 10, 23, & 24, 2012. With 52 members and only a small percentage certified I am sure you all recognize the value that an APICS Certification means not only to your company but also in the marketplace. Therefore to the members as well as other associates within your company please take advantage of this opportunity. Secondly, let us know if you or your company wish to be involved or sponsor a CSCP program. Please let us know.

NEAL Chapter of APICS is off to a good start in year 2012 so please support us and yourselves ! !

Happy New Year,

Gary Landis

VP Education

Education Calendar

Date	Event	Topic	Instructor	Location
Mar 9, 10, 23, 24 2012	CPIM Certification Review	CPIM - Detailed Scheduling and Planning	Dr. Gary Landis, CFPIM, CIRM, CSCP	Model City Center 1200 Noble St. Anniston, Al.
Apr 20, 21 2012 & May 4, 5 2012	CPIM Certification Review	CPIM - Execution and Control of Operations	Dr. Gary Landis, CFPIM, CIRM, CSCP	Model City Center 1200 Noble St. Anniston, Al.
May 18, 19 2012 & Jun 1, 2 2012	CPIM Certification Review	CPIM - Strategic Management of Resources	Dr. Gary Landis, CFPIM, CIRM, CSCP	Model City Center 1200 Noble St. Anniston, Al.

Professional Development Meetings

Date	Event	Topic	Speaker	Location
February 16, 2012	PDM	Lean Forecasting - Apply Lean Techniques to Significantly Improve Sales Forecast Accuracy	Fred Tolbert CPIM, CSCP	<i>Classic on Noble (1024 Noble Street, Anniston)</i>
March 15 2012	PDM	Plant Tour - Anniston Army Depot Tour of Automated Power Train Facility		<i>Anniston Army Depot</i>

The NEAL Report

106 National Drive
Anniston, Alabama 36207



NEAL Board of Directors

Position	Name	E-mail Address
Executive Vice President	Bob Jackson	operations@waterjet.net
VP, Finance	Bill Desimone, CPIM	bill.desimone@nabiusa.com
VP, Education	Gary Landis, CFPIM, CIRM, CSCP	landis@centurytel.net
VP, Membership	David Curl, CPIM	david.curl@nabiusa.com
VP, Marketing	Erin Woodruff	erin.woodruff@robbinsgioia.com
VP, Communications	Paul Fetner	paul.fetner@robbinsgioia.com