



APICS Region 8

Halifax, Nova Scotia

September 10 – 11, 2004

APICS®



Region 8 Points of Interest

Sep 11

Halifax

AGM / Election

Region 8

OMERIC

Mary Moravec

2 year

Eric Somers

Mike Kovacs

Dennis Lord

1 year

Dennis Lord

Paul Howatt

Sheree Jamieson

Casey DeGroot

Lloyd Clive



Region 8 Dates to Remember

Oct 10 – 13

San Diego

Conference

Nov 5 – 6

Toronto

ASC / TTT

2005

???



Region 8 Points of Interest

Student Chapters (Humber College -- Toronto)

ASC Funding (Winnipeg / Vancouver)

OMERIC Workshops (Stock Control)

Passport Program



Region 8 Points of Interest

Passport Program

Number of Participants - 12

Montreal

Durham

Peel

OGV

Edmonton

Fraser Valley

Ottawa

Toronto

Hamilton

Conestoga College (ASC)

Okanagan

Vancouver



Region 8 Points of Interest

Award Level

Participant

Okanagan



Region 8 Points of Interest

Award Level

Silver

**Durham
Hamilton
Fraser Valley**

**Toronto
Edmonton**

APICS®



Region 8 Points of Interest

Award Level

Gold

Peel

OGV

Vancouver

Conestoga College ASC

APICS®



Region 8 Points of Interest

Award Level

Platinum

Montreal

Ottawa



Region 8 Points of Interest

Wirthlin Study – Key Findings

**Surveyed 300 members, 150 customers, “Top 30”
Chapters**



Region 8 Points of Interest

Key Findings

- **APICS holds the leadership position in representing the defined market**
- **Other orgs are closing in terms of who they represent and future goals**
- **APICS is recognized as the owner of the BOK**
- **Certification is key to success**
- **Employers are a key market and need to be targeted to realize strategic growth**



Region 8 Points of Interest

Leadership Characteristics

- **Strong Position**
 - Trustworthy
 - Traditional
 - Effective
- **Needs Improvement**
 - Innovation (creative / new ways of doing things)



Region 8 Points of Interest

Key Roadblock to Success

“inability to communicate the value of our proposition”



Region 8 Points of Interest

APICS Value Proposition

APICS is the global leader and premier source of the body of knowledge in production, inventory, and supply chain management. Since 1957, individuals and companies have relied on APICS for its superior training, internationally recognized certifications, comprehensive resources, and worldwide network of accomplished industry professionals.

APICS®



Region 8 Points of Interest

APICS Value Proposition (continued)

- ...The knowledge gained through APICS enables productivity improvement in the workplace and the achievement of competitive advantage in the marketplace*
- ...Leading to enhanced self-confidence, job security, career advancement, and financial security*
- ...Instilling confidence in employers that their employees are better prepared, more knowledgeable, more capable, more productive, and able to contribute to a successful bottom line*
- ...Instilling confidence in individuals that they are contributing to organizational success*
- ...Resulting in individuals experiencing a sense of accomplishment, pride, and peace of mind.*

APICS®