



Northeast Alabama Chapter

THE NEAL REPORT

Advancing Productivity, Innovation, and Competitive Success

NORTHEASTERN ALABAMA CHAPTER NO. 324

Professional Development Meeting

Thursday 21 Nov 2013

The 7 Deadly Sins of Sales Forecasting

Presented By: Fred Tolbert CPIM, CSCP

Classic on Noble

1024 Noble Street

Anniston Al. 36201

Time: 6:00

Cost : \$20.00

For Reservations Contact:

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

Noon on Wednesday, 20 Nov 2013



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Take a look at our web site:

www.apicsneal.org

Message from Your Board

What a Great meeting this past month. We certainly want to thank Solutia's leadership team for allowing us to tour the Anniston plant. The tour was extremely informative and everyone certainly learned a lot from the experience.

This month, our guest speaker is Fred Tolbert. Fred is a long time APICS member and a good friend. His topic on The 7 Deadly Sins of Sales Forecasting will be one that you don't want to miss.

So come and support your local APICS chapter and community by networking with other operational management professionals at our Professional Development meeting on November 21st at Classics.

Your NEAL Board of Directors

November Professional Development Meeting

The 7 Deadly Sins of Sales Forecasting

You have probably heard of The 7 Deadly Sins. There is a sales forecasting equivalent to The 7 Deadly Sins. They are activities that companies perform in their daily, weekly and monthly sales forecasting processes that contribute to increased SKU-level sales forecast error. The 7 Deadly Sins of Sales Forecasting have consequences that are the supply chain equivalent to fire and brimstone, including increased sales forecast error, excess inventory and missed customer due dates.

Join us for this month's Professional Development Meeting as we discuss ways to avoid The 7 Deadly Sins of Sales Forecasting that will have you well on your way to building a world-class demand planning process.

About our Speaker

Fred Tolbert CPIM, CSCP

Fred Tolbert has over 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 the Southeast US.

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 served as the APICS Southeast District Director, representing ten southeastern states on the APICS society Board of Directors.

Education Calendar

Date	Event	Topic	Instructor	Location
Nov 8, 9, 15, 16 2013	CPIM Certification Review	CPIM - Basics of Supply Chain Management	Dr. Gary Landis, CFPIM, CIRM, CSCP	Model City Center 1200 Noble St. Anniston, Al.

Professional Development Meetings

Date	Event	Topic	Location
Nov 21, 2013	PDM	The 7 Deadly Sins of Sales Forecasting	<i>Classic on Noble 1024 Noble St Anniston, Al. 36201</i>

The NEAL Report

106 National Drive
Anniston, Alabama 36207



Northeast Alabama Chapter

NEAL Board of Directors

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