

PROFESSIONAL DEVELOPMENT MEETING

WEDNESDAY April 1, 2015

HILTON GARDEN INN; 100 TRADERS BLVD. MISSISSAUGA – 905-890-9110

Forecasting 101

SPEAKER : Ed White CPIM, CIRM, CSCP, CPF, BB

TIME: 6.30 pm – Networking - 7.00 pm – Dinner -8.00 pm – Presentation

**COST: \$10.00 :(APICS Peel Chapter Members; Friends and Students)
Register On-line at <http://www.apicspeel.ca> look under Calendar of Events –
Dinner Meetings – callbacks will only be done, if there is a problem with your
registration. *****Registration deadline**
Wednesday March 25, 2015.**

Presentation Summary:

How many times have you heard someone say “Forecasting is a great idea but you just can’t forecast our business”? The problem with this statement is that it is just not true.

While you may not have a formal forecasting process in place someone, probably several someone’s are busy forecasting (guesstimating) just so they can do their job. Do you have a budget? **That is a forecast.** Do you buy material? **That is based on a forecast.** Hire new people, enter into transportation contracts, buy new machinery ... **All based on a forecast.** If not a formal forecast then an informal one. **Forecasting is like breathing; we all do it but rarely think about it.**

So what is forecasting? According to the APICS dictionary it is “An estimate of future demand...” In other words it is someone’s best guess of what is going to happen. The companies that do this best, survive and grow, while their competition does not.

The purpose of this presentation is to talk about the basics of formal forecasting. What is it, why do it, how to do it, and most importantly, how complicated does the process need to be? The good news is that a forecasting process does not need to be complicated. Indeed, most companies have a far more complicated process than they really need to.

So whether you currently forecast or not, this discussion is for you. Join us for the April 01 PDM and see how to help improve your companies efficiency, effectiveness, profitability and potential future.

Ed White CPIM, CIRM, CSCP, CPF, BB is a proven supply chain professional with extensive experience in Project Management, Process Optimization, Lean 6 Sigma, Education and Training. He is the founder of Jade Trillium Consulting, a company dedicated to the enhancement and optimization of organizations through strategic & tactical optimization, facilitation, education and training.

Ed has been an active member of APICS both as an instructor and Chapter Board member for more than 25 years. He was also a Subject Matter Expert with the team that completed the latest rewrite of the Principles of Operations Management courses. In addition Ed is a published author and sought after speaker on various Supply Chain topics such as Communications, Critical Thinking, Cycle Counting, Forecasting & Value Proposition. He has spoken at several international conferences for APICS & IBF and was an invited speaker at the 2011 SAPICS (South African Production & Inventory Control Society) conference.

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