



## Downeast Chapter Newsletter

Chapter #238 – [www.apicsmaine.org](http://www.apicsmaine.org)

April 2007

### **DOWNEAST CHAPTER HEADLINES**

#### **Welcome New Members:**

 Gary Gutto, CPIM – Fisher Engineering

 Patrick Steiner – LL Bean

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## **Professional Development Meetings:**

**Thursday, April 26**

### **APICS Downeast Chapter Annual Top Management Night**

Top Management Night is an opportunity to bring your director-level and above managers to an APICS event.

**Top management guests attend free of charge.**

We enthusiastically encourage you to bring top managers to show them the quality of material presented at our PDMs and to reward their continued support of your organization.

Our event last year was well attended and drew very positive reviews from those who attended. Don't miss out this year!

#### **LEAN SUPPLY CHAIN**

**“Managing Your Company’s Most Expensive Asset”**

**Presented by Robert A. Abair, CPIM**

**(See pages 8 & 9 for more details)**

**Join us at *DiMillo’s Floating Restaurant & Marina*  
25 Long Wharf, Portland, ME**

**Social time: 6:00pm to 6:45pm**

**Presentation time: 7:00pm to 8:00pm**

**Dinner time: 8:00**

**Advance registration is required**

**APICS Members \$20.00 \*\* Non members \$25.00**

**To Reserve Your Spot, please register by email via the website or directly with:**

**Jack Wood, Programs Director at [jwood@artel-usa.com](mailto:jwood@artel-usa.com)**

## APICS Events:



Did you ever think to yourself that your workplace just isn't all it could be? Well, one of the ways to make it a better workplace is to improve yourself. The best way is to increase your professional network outside the company. I'm not talking about networking as a job search; I'm talking about it as a way to find people in similar situations that you can call and discuss things with.

What better way than to join us at Seminar1 on **April 23 and 24 in Windsor, CT!** You'll improve your own professional knowledge and get to meet people you can relate to and will help you in the future.

So, set aside those days, watch for more details as they are released and sign up for a great value right in your backyard! See you all then! *The Seminar1 Team*

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## Upcoming PDM Events:

**MAY**

**Member Recognition Night**

**Thursday – May 23**

**Place and time to be announced**

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## Course Schedules:

Register on line at [www.apicsmaine.org](http://www.apicsmaine.org). Early registration is appreciated.

### Spring 2007

Course	Day/Time	Location
<i>Detailed Scheduling &amp; Planning</i>	Starts March 28 5:30-7:30	Huhtamaki Foodservice, Waterville
<i>Detailed Scheduling &amp; Planning</i>	Starts April 11 5:00-7:00	Maine Machine Products, South Paris

### To register:

- Use the [online Registration form](#) (note instructions for payment).
- Cost: The cost of classes is \$325 per person for members and host companies, \$425 for non-members, which includes all required material.

CPIM classes are held one evening a week from 5:00-7:00 pm unless otherwise posted. Basics of Supply Chain Management runs for 10 weeks, Master Planning of Resources runs for 8 weeks, and all other courses run for 9 weeks. There is an optional review session at the end of each course for students who would like to consolidate their learning and/or prepare for the CPIM exam.

**Cancellations:** If a class session is cancelled, the instructor will contact the students via email if available. If an entire class is cancelled, notification will be placed here and any registrants will be notified and money refunded.

Click on one of the [Directions](#) links for driving directions to class locations. For more information on these or other course offerings, contact Carolyn Murphy, Education Director, at [cmurphy@cascodev.com](mailto:cmurphy@cascodev.com)

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## Posting for Education Director:

### We are looking for a new Education Director!

Get involved with your local APICS Board of Directors and help to promote and manage APICS nationally recognized course offerings. Recruit sponsor companies to hold classes, introduce the new CSCP program to local companies, recruit new students, coordinate with instructors, and collaborate with Board of Directors on innovative new ways to deliver APICS course offerings. **(See Job Description below)**

It can be lots of fun if you have the time to dedicate to it. There are other Chapter Board positions available as well - please contact Rick Martel (rick.martel@fairchildsemi.com) to express interest or for more information.

### ***Job Description – Education Director, APICS DownEast Chapter***

The Education Director manages all aspects of the Chapters' Educational offerings.

Those offerings include but are not limited to:

- CPIM Certification Courses
- CSCP Certification Courses
- Fundamentals Series
- Workshops on various manufacturing or supply chain topics

The Education Director, either independently or with assistance from an Education Committee is responsible for the following:

- Recruit and maintain sponsor companies (companies willing to host classes)
- Coordinate with Admin Asst. for student registrations
- Answer incoming inquiries regarding program offerings
- Keep inventory of instructor materials and order additional materials as needed
- Manage relationship with instructors insuring they have needed materials, training and are paid instructor fees in timely fashion
- Coordinate with marketing to identify innovative ways (mailings, advertisement, cold call campaigns, events) to market classes and attract new students
- Work with Newsletter and WEB Page editors to keep APICS members informed of Education Topics and make sure class schedules are up to date
- Attend PDMs to announce new class offerings and meet with people to discuss educational opportunities
- Schedule meetings with prospective companies and present the APICS Educational Solution
- Network with other Chapters to learn about new approaches
- Review Student Surveys sharing feedback with instructors for continuous improvement
- Participate in Board of Directors Meetings

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## **CSCP Update:**

### **Important Notice Concerning CSCP Kit Availability**

The new Certified Supply Chain Professional (CSCP) Kits are now available at reduced prices through the Downeast Chapter. Through the buying power of the local chapter we are able to offer the CSCP Self-Directed Learning Kit to our individual and corporate members for the low price of \$750 (\$1,045 for non-members) + shipping. This is an across-the-board price discount no matter how many kits you buy. This is a substantial

savings off the \$895 member price (\$1,195 for non-members). If you or your company is interested in this great offer, please contact the Chapter Education Director at [cmurphy@cascodev.com](mailto:cmurphy@cascodev.com) for details.

### **CSCP Learning System Quick Links**

- [CSCP Learning System](#)  
The best way to gain supply chain management knowledge and prepare for the CSCP exam
- [Try a free demo.](#)
- [Learn how to order.](#)

### **Earn Your APICS CSCP Designation in 2007**

**APICS announces the 2007 APICS CSCP testing dates:**

**June 23, 2007**

**December 8, 2007**

The APICS CSCP designation can help you develop the skills and knowledge necessary to become a supply chain leader. [Learn more.](#) View a complete listing of [APICS CSCP.](#)

### **Additional CSCP program information**

[Download the CSCP brochure.](#)

[Join the CSCP Update list](#) to receive the latest information as it becomes available.

[View a diagram of the program.](#)

### **Frequently Asked Questions**

Visit our [FAQ](#) page for answers to questions about the CSCP program.

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## **Feature Article:**

### **Fire Drill**

It's a good time for managers to dust off their companies' supply chain continuity plans. The spring weather season, gas price surges, avian flu worries, and ongoing uncertainty regarding port security increase the likelihood of global supply chain disruptions.

With all the daunting possibilities gathering like a darkening cloud, what's a harried supply chain planner to do? How can service levels be maintained in the face of a darkening storm? We have all heard that the best laid plans go awry, but does that obviate the need for planning? Of course not. The following reminders may help your organization reinvigorate its planning efforts.

—**Clarify your company's existing plans and start over if necessary.** If a supply chain contingency plan doesn't yet exist, now is the time to move ahead with the plan. Expected cost analysis is the primary tool of contingency planning. It's a four-step process in which an organization identifies potential events, determines the probability of each event and its business impact, develops plans to lessen the impact of events, and trains employees and managers how to respond post-event.

—**Collaborate with your trading partners.** A robust plan considers supply chain partners that are both upstream and downstream from the organization (i.e., spanning from your suppliers' suppliers to your customers' customers). This is often quite challenging, so the best way your organization can contribute to your supply chain's stability is to make certain your organization's contingency plans are up to date.

—**Study recent requirements.** This includes new guidelines and rules for your industry. Such rules and guidelines may affect customs, taxes, or insurance options. One highly dynamic area involves shipping containers coming through international ports of call. The Customs Trade Partnership Against Terrorism and the Container Security Initiative have changed the processes and procedures for handling cargo through ports. It is incumbent upon an organization to maintain current knowledge about requirements and restrictions to ensure a supply chain-related event doesn't unnecessarily imperil your organization's ability to source or deliver goods that travel by container through these ports.

—**Maintain the freshness of your plans.** More than likely, your organization has performed some supply chain continuity planning. Continuity plans can quickly grow stale, however, especially at a dynamic organization. There are a variety of planning tools available today that enable an organization's normal changes to be incorporated into electronically tracked continuity plans.

“Fire drill” your plans. Is your company certain that backup records are adequately maintained? When is the last time an emergency “test restore” was performed to ensure hot sites are functioning properly? Technology can help make a plan widely available at a moment's notice, but what happens if the event causes technology to falter?

—**Ensure employee notification mechanisms are in place.** Multichannel notification has become a hot industry. These days emergency messages are coordinated among e-mail accounts, phones, Blackberries, and so forth, and there is a burgeoning industry devoted to notification and response. Multichannel notification enables messages to be delivered quickly to a wide range of constituents and it also enables those constituents to respond. It would enable a large overnight carrier, for example, to quickly switch its

routing hub on the fly while ensuring that no new packages are routed to drivers who have been unable to confirm they received the routing changes.

We hope there will never be another tsunami like the one that hit southeast Asia in 2004 or a repeat of the September 11, 2001, attacks, but hoping is an effete strategy. Organizations that were ready for Katrina of course didn't anticipate the hurricane, but they readied themselves for resiliency. For example, Valero kept its plans fresh. When Katrina struck in August 2005, Valero leveraged its recently updated plans and notification mechanisms to quickly reopen 14 convenience stores in the affected area. That was a great triumph. Some of Valero's competitors are still unable to reopen their stores.

—Jon Bellman, CPIM, CEO, Reality Check LLC, can be reached at (212) 586-4600 or via e-mail at [jbellman@rcheck](mailto:jbellman@rcheck).

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## Upcoming APICS Webinars

### *NEW! APICS Webinar Series*

#### Defining Six Sigma

Thursdays, May 3, 10, 17, 24, 31, at 1:00 p.m., ET

Presented by Lee Binz, Certified Six Sigma Black Belt

Price: \$395 APICS member, \$495 nonmember

This APICS Webinar series will help participants understand the methodology, terminology, and application of six sigma. During the five-week course the instructor will present topics to assist participants in developing basic knowledge of important aspects of six sigma



## **Presentation Overview for** *“Managing Your Company’s Most Expensive Asset”*

Being responsible for achieving your company’s goals and objectives, you continuously ask the question, “What is it going to take to get ahead and stay ahead of our competition?”

The answer to that question is, of course, “excellent results in all phases of your operation.”

One of the most aggressive approaches in achieving excellence in operations is to develop and implement a superior Supply Chain Management process.

This session is designed to provide you with new practical tools and techniques for working with suppliers. Special emphasis on inventory positioning, lead time reduction, and productivity sharing will be discussed in detail.

### **What is Supply Chain Management?**

Supply Chain Management is the management of activities that transform raw materials into intermediate goods and final products, and that delivers those final products to customers. Companies must manage this chain from the suppliers, supplier to the customers, customer. The activities of the supply chain involve sales and marketing, order management, purchasing, manufacturing, logistics, distribution, and transportation.

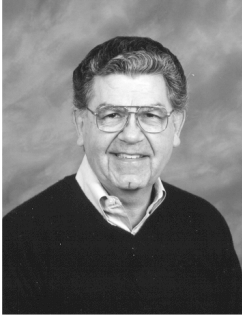
Sounds easy enough, except these functions that were previously handled within one company, are now handled by multiple companies across a complex value chain.

For these companies, a supply chain that rapidly flows information and material can be a significant competitive differentiator. Why is Supply Chain Management getting lots of attention? Because forward-thinking managers know it is a primary strategy to increase market share, reduce cost, reduce inventories, and improve profits.

This presentation will also sponsor a lively discussion outlining actual companies in the process of re-inventing their supply chain.



## Our Presenter, Robert A. Abair, CPIM



As Senior Partner, Bob has managed his own consulting firm for over 20 years. He has guided large and small clients on ERP/MRP II, Lean/Agile Manufacturing, Supply Chain Management, JIT, TQM, and major cost reduction initiatives. In 1997, the firm became consulting partners with Agility Forum, in Bethlehem, PA, and with the Bose JIT II Education and Research Center in Framingham, Massachusetts.

Prior positions include Plant Manager for a plastics extrusion company, Director of Materials with a high-volume valve company, as well as Production Control Manager, and MRP II Project Leader at a large cutting tool company. Bob was instrumental in the design and implementation of their high-volume manufacturing and warehouse distribution, MRP II and DRP Systems.

Mr. Abair has more than thirty years of management experience in various manufacturing, distribution, and service companies, including management positions as Plant Manager, Director of Materials, Production Control Manager, as well as Data Processing, and Sales. Industry experience includes electronics, defense, textiles, food processing, rubber, metals, heavy machinery, distribution, printing, chemical processing, biotech, high-performance ceramics, packaging, insurance, toys and games, medical, and fiber optics.

He has a BSBA from Clark University. In addition, he is a graduate from the Worcester Polytechnic Institute School of Industrial Management and the Emery School of Computer Science. Also, Mr. Abair is a Certified Practitioner in the field of Production and Inventory Management.

For over thirty years, he has been an active member of APICS. He, also, served for eighteen years on the Worcester County Chapter Board of Directors, serving as President in 1981. He has been a frequent speaker and educator on the local, national and international level. In addition to local workshops and seminars, his speaking experience includes: keynote speaker at National Agility Conferences, National IBM Manufacturing Conference, the APICS International Conferences, APICS Regional Seminars, Motorola University, Six-Sigma Quality Symposium, International AME/Lean Conferences, as well as frequent international speaking engagements. He is, also, a past Six-Sigma instructor at Motorola University.

In 1995, Bob received the APICS International Award for "Best Advanced Skill Speaker".

He is known as an industry leader, in his field, working with companies from entrepreneurial start-ups to Fortune 500 Companies such as IBM, Norton, Friendly Ice Cream, Dupont, Malden Mills, GE, AT&T, Lucent, Raytheon, Titleist, Eastman Kodak, Hasbro, Bemis, Gerber, Speedline, Lego, Teradyne, Philips, Smith & Nephew, Southworth, Savage Sports, and Bayer Corporation.

