



CELEBRATING **50**

Downeast Chapter

Chapter #238 – www.apicsmaine.org

FEBRUARY 2008 NEWSLETTER



Welcome New Members:

- Joseph Allen, Celestica Corporation



New Certifications:

- Rob Knight, Fairchild Semiconductor, CPIM
 - Joey Menard, Idexx Laboratories, Inc, CSCP
 - Jay T Allen, CSCP
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Letter from the President: 2/01/08

Dear Downeast members,

I hope you are settled in to the New Year, with your goals and projects for this year established and under way. This month's newsletter has some important information so please spend a little extra time with it. We have some updates on chapter activity and membership fee changes that come into effect this year.

First of all we are pleased to present this month our first evening event of the year, "Executive Sales and Operations Planning: How to Make it Work" on February 28 with Tony Zampello. S&OP remains a popular current topic to much of our membership. Companies large and small are embracing the methodology as a way of being able to satisfy varying customer demand while limiting inventory investment and the risks of obsolescence. Attending the event will give you access to great information offered in the presentation and an opportunity to network with fellow practitioners who are involved in S&OP initiatives at various stages of development. Please register early to assure your spot at this event.

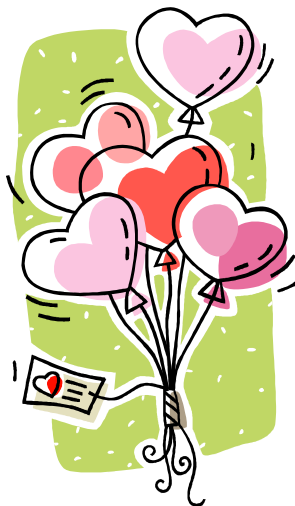
The APICS national body after much discussion has decided on a membership fee increase from \$130 to \$200. There has not been an increase in several years and this rate is very comparable to other organizations that offer content that does not rise to the level that APICS provides. You will find a detailed article in this edition of the newsletter. I think if you review the benefits described in that article you will agree that there is exceptional value for the money. Even so, your local Downeast Board of Directors has decided to offer the following additional benefits for those members who renew at the new rate. When you renew, you will get a coupon that entitles you to attend one Professional Development Meeting for free (a \$20 value), and a \$30 discount on any educational materials that you purchase through the chapter. This latter can apply to the tuition for a course or CPIM or CSCP materials. Since the rate increase takes effect on April 1, you also have the opportunity to renew at the current rate if you do so before that time.

Our current round of classes started the week of January 14. We are looking for a company to host a new cycle of CPIM classes. Typically, a company with a space sufficient to accommodate 10-20 students and a desire to start a core group of their own people on the course cycle is a good candidate. We are also able to provide some tuition incentives for the host company. If your company is interested please contact me or Rick Martel, our Education Director.

Finally, you will note that we have two plant tours planned for March and April. The first is at L.L. Bean, and the second is the rescheduled tour of Baker Company. While we continue to develop a basic set of programs we could use a boost in that area. I would be happy to chat with someone who would like to make a modest entry into the realm of organizing Professional Development Meetings. This could be as simple as organizing one event (with some guidance as needed) for either May or June. Organizing the PDMs is a very rewarding experience speaking from my own perspective. You get to meet some interesting people—both meeting presenters and attendees—and you get to practice some useful organizing and logistical skills that apply beyond the APICS realm. Eventually, we would like a more established person or group of people to really take the PDMs and plant tours and run with them. For now though, try out organizing an event—you just might like it! Get in touch with me if you are interested.

That's all for this month. Next month I will have a recap both of the first Northeast District meeting and of our S&OP event. I hope to see you at a PDM or plant tour in the near future!

*Jack Wood, CSCP
President, APICS Downeast*





Professional Development Meetings:

February

“Sales and Operations Planning: How to Make it Work”
Presented by Anthony Zampello, CPIM, CIRM, CSCP

Holiday Inn Portland West (at turnpike exit 48)

Thursday, February 28

Gather and networking from 5:30pm to 6:15pm
Presentation at 6:15pm with dinner to follow

\$20 APICS members, \$30 to the public
Register via the website, or directly via email with
Jack Wood, Programs Director: jwood@artel-usa.com

(see page 14 for more details and speaker information)

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### **March**

LL Bean Plant Tour  
Date and Time TBA  
Distribution Facility in Freeport

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APRIL

Plant Tour at
Baker Company in Sanford on
Thursday, April 17 at 1:30 pm

This event is free to APICS members and guests but registration is requested.
Register via the website, or directly via email with
Jack Wood, Programs Director: jwood@artel-usa.com

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## **\*\*\* Seminar 1 2008 \*\*\***

Proudly presents an annual Educational Conference featuring sessions presented by recognized supply chain leaders in the field of Operations Management.

Operation Management includes all of the disciplines of Supply Chain Management including:

- Purchasing
- Production and Inventory Control
- Logistics and Distribution
- Remanufacturing

We accomplish this through Plant Tours, General Sessions, and Topic Specific Sessions. Many of our sessions are fully interactive, hands-on, events with full student participation.

### **Conference Fees**

We have been able to maintain controls on our pricing over the last few years. Seminar 1 2008 is no different. We have negotiated a lower hotel rate than last year, and are keeping our pricing the same as last year!

In addition to our regular hotel at the conference center we have negotiated favorable rates with two hotels within walking distance of the conference. [Click here for Lodging Information](#)

### **General Sessions**

Supply Chain Management • Operations Planning • Life Skills • Leadership • Practical Applications of Today's Tools

**April 27-29, 2008**

at

**Courtyard Boston Marlborough**

75 Felton St.

Marlborough, Massachusetts 01752

Phone: 1-508-480-0015



**Hotel fees & hotel reservations are not included in registration to the Seminar 1 Conference.**

**Call hotel before 3/31/2008 to get the group discounted rate**



## Course Schedules:

### SPRING 2008 COURSE SCHEDULE

| Course                                                                                                  | Day/Time                             | Location                                                                 |
|---------------------------------------------------------------------------------------------------------|--------------------------------------|--------------------------------------------------------------------------|
| <i>Execution and Control of Operations</i>                                                              | Starts Thursday<br>April 17th        | General Dynamics ATP,<br>Saco                                            |
| <i>Basics of Supply Chain Mgmt</i>                                                                      | TBD                                  | <b>Looking for a Host Company</b>                                        |
| <b>CSCP</b><br><i>(Certified Supply Chain Professional)</i><br><i>Study Group &amp; Chapter Support</i> | Date/Time TBD<br><i>as requested</i> | Location TBD <i>Dependent</i><br><i>upon participants &amp; requests</i> |

**\*\* Early registration is appreciated! \*\***

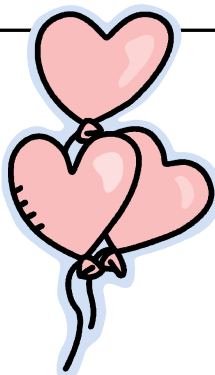
#### **To register:**

- 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 on the web page for driving directions to class locations. For more information on these or other course offerings, contact the chapter Education Director, at [education@apicsmaine.org](mailto:education@apicsmaine.org)





## **CSCP Update:**

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

The new Certified Supply Chain Professional (CSCP) Kits are 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 [education@apicsmaine.org](mailto:education@apicsmaine.org) 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.](#)

#### **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.





## Feature Article:

### **FROM LEFT TO RIGHT**

Many of us invest a great deal of time and energy in tweaking our supply chain and operational performance--enhancing a material flow here, improving information availability there. From time to time, however, a different approach to the supply chain is called for: instead of looking at what can be improved, we must look at what can be removed. The goal of this approach isn't to do what we do better, but to do a better thing.

Since standard processes usually lead to standard results, the effort to remove links from the supply chain has to come from a completely different angle; and it does. We don't start with our supply chain as it is but rather from a "zero-based" supply chain--and only add in what is really necessary. In general, the effort looks like the following.

--Start with a blank piece of paper. Empty space is a beautiful thing for wiping out "what is" and creating "what could be."

--Draw in the product as it is produced--not the packaging, but the product itself--on the far left side of the page.

--Draw the product as it is used by the customer on the far right side of the page. This should show actual usage, not storage or any other step.

--Consider the best way to connect the drawing on the left side of the page with the drawing on the right side of the page in all that empty space in the middle. "Best" means the fewest and most effective steps between the left side and the right side. It is important for this step that you remove "this is how we do things" from your mind; draw in purely the best way to get from the left side to the right side.

#### **'Idealized' Supply Chain**

What you've created at this point is an idealized supply chain for your product. You won't get to it, but it provides an excellent target at which to aim. The next steps help you develop the action plan for proceeding.

--Lay out the major steps that connect the left side of the page with the right side in your current supply chain. For the purposes of this effort, the level of detail should comprise 5-10 steps.

--Identify the "delta" between your current supply chain and your idealized supply chain, (i.e., the differences between what you are actually doing and what you could be doing). Everything in this group represents a link that is a candidate to be removed from your supply chain.

--Design your target supply chain based on the constraints and implications of the supply chain (i.e., the idealized supply chain adjusted to take into account "must have" elements and other "delta" items).

--Define the difference between your current supply chain and the target supply chain and determine how to move from the former to the latter; this is your action plan for proceeding.

**Where does this effort lead? It may take you in many directions.**

It may become clear that various steps such as interim warehousing, packaging, or other material or handling steps may be eliminated from the supply chain. With a clear focus on how the consumer uses the product, the implications may even be pre-supply chain and reach into the production process itself. This is a free-form process so the diversity and flexibility of directions it leads is a value of the process rather than a limitation.

**Brainstorming**

If the process sounds simple, it must start out simple to be effective. The best way to approach this process is to do it initially by yourself or with close associates who are willing to participate in the brainstorming part of the project. This will at least provide the clear vision of what you need to always keep your eyes on the prize. After that, you can proceed to add the layers needed for the full effort--bringing in other departments that need to be involved, performing the change management activities involved in such an effort, and getting buy-in from all the required players.

All these steps become much easier if you have a clear vision of how you would like to remove links from the supply chain—and what that will mean for your company.

*--Wally Klatch, CPIM, with 25 years of experience in manufacturing and distribution firms, can be reached at [Wally@Simplation.com](mailto:Wally@Simplation.com).*



 **APICS Webinars:**

The convenience and flexibility of APICS Webinars enable organizations to educate a large number of employees at once, reduce travel expenses, and maintain consistent levels of productivity by eliminating time out of the office. As an added benefit, registrants of each APICS Webinar receive a CD-ROM of the presentation after the event. Go online to [www.APICS.org](http://www.APICS.org) to see what is available.



## **APICS Announces New Membership Dues Structure:**

The APICS Board of Directors approved a new membership dues structure beginning April 1, 2008. The focus for APICS has always been on providing the value that members seek to improve their on-the-job performance, advance in their careers, and thrive as operations management professionals. The new dues structure will provide greater support and resources to APICS partners (chapters, districts, and IAs) who deliver programs locally.

Member association dues will increase from \$110 to \$150 for professional members. Professional members belonging to chapters will pay a flat fee of \$50 for the chapter portion, for a total dues amount of \$200 for professional members. (If a chapter charges more, APICS will collect that amount on behalf of the chapter.)

The dues will change from \$110 to \$200 for domestic members-at-large; from \$130 to \$200 for international members-at-large. The dues amount for retired members will change from \$55 to \$75, plus chapter dues if applicable. There are no changes to academic, student, and international associate fees.

The enterprise membership will change to a tiered structure. Enterprise membership APICS will offer enterprise members the opportunity to add additional members based on a sliding scale (illustration below). The current group membership structure will be phased out and current group members will transition to enterprise members as memberships come up for renewal.

Enterprise Membership/Group Membership (*Effective April 1, 2008*)

| <b>Total # of Members</b> | <b>Amount Per Member</b> | <b>APICS Corporate</b> | <b>Local Chapter</b> |
|---------------------------|--------------------------|------------------------|----------------------|
| 5 – 24                    | \$200                    | \$150                  | \$50                 |
| 25 – 99                   | 190                      | \$140                  | \$50                 |
| 100 >                     | 180                      | \$130                  | \$50                 |

The new dues structure support will enhance the capabilities of APICS partners with support from corporate office funded field staff, funding to deliver enhanced member benefits and services locally, and new and enhanced tools and resources for chapter leaders.

APICS will continue to enhance association programs and services. Already, members can take advantage of new and enhanced benefits in 2008. Many of these benefits are accessible online at [www.apics.org/membership](http://www.apics.org/membership).

APICS members benefit from these new and enhanced programs and services:

### **Local Chapters**

APICS chapters offer localized services, which may include educational programs, certification review courses, career placement opportunities, plant tours, and networking.

With greater resources from the new dues structure, chapters will have the opportunity to reinvest in member services.

APICS is pleased to add value to membership with these new and enhanced programs and services for members.

### **Educational Programs**

#### **Updated! APICS International Conference & Expo**

APICS is revitalizing our annual conference and elevating the experience with more plant tours, integrated learning paths and key industry presenters. Also, new this year, APICS members can ensure they have today's marketable skills with a visit to the new APICS Career Fair. Members save 10 percent off registration. Learn more at [www.apicsconference.org](http://www.apicsconference.org).

#### **New! APICS Live Learning Center**

The APICS Live Learning Center gives APICS members and conference attendees unlimited, complimentary access to presenter manuscripts and PowerPoint presentations from the educational sessions. An audio file compilation of APICS 2007 educational sessions is available for purchase. Members and conference attendees can visit [www.apicsconference.org](http://www.apicsconference.org) or contact an APICS Customer Support associate at (800) 444-2742 or (703) 354-8851 or [service@apics.org](mailto:service@apics.org).

#### **Updated! APICS Webinars**

APICS Webinars provide convenient, online educational opportunities for members. More topics and expanded offerings are available. APICS also presents Webinars for volunteers and chapter leaders. A number of APICS Webinars are available on demand at member savings and free of charge at [www.apics.org/webinars](http://www.apics.org/webinars).

#### **Updated! APICS Career Center**

The APICS Career Center is the online resource for operations management resources. Now the Career Center will host career development Webinars led by recognized career development experts offering practical tips on resume writing, career transition, and professional development. Only members post their résumés for review by potential employers and subscribe to job alerts service. Members also receive discounts on job posting packages. Members have full access to the online APICS Career Center at [www.apicscareercenter.org](http://www.apicscareercenter.org).

#### **Updated! APICS Courseware**

APICS is expanding its APICS-developed course offerings including

- Finance for Operations Managers
- Global Sourcing
- Continually updated APICS courseware
- Major updates to APICS CSCP and APICS CPIM courseware in 2008
- Annual updates from 2008 forward.

### **New! APICS/SAP Benchmarking Study**

The APICS/SAP Benchmarking Study enables member companies to compare productivity through joint study. Complete the study online at [www.apics.org](http://www.apics.org).

### **Updated! APICS Webinars**

APICS will provide enhanced APICS Webinars, featuring more APICS Webinars-on-Demand and expanded offerings on current, relevant topics.

### **New! AMA Business and Management Training**

APICS members can enhance their competitive edge with business and management training through the American Management Association, the leading force in business and management education. APICS members receive up to 30 percent off training along with news and Web site access. Visit [www.apics.org/benefits](http://www.apics.org/benefits).

### **New! APICS and IBF Sales and Operations Planning Conference**

APICS and IBF will cohost the Sales and Operations Planning Conference, located at the Renaissance Chicago O'Hare Suites Hotel in Chicago, Illinois, on June 19-20, 2008. The comprehensive sales and operations planning conference, "Best of the Best," will offer 10 different sessions for professionals on S&OP topics. Register at [www.apics.org](http://www.apics.org).

## **Member Benefits**

### **Updated! APICS Magazine**

*APICS* magazine provides practical, industry-leading information with articles written by award-winning journalists. *APICS* magazine will introduce a new mix of digital and print content including:

- Seven issues of the magazine during the year, with a greater, enhanced digital presence on the APICS Web site.
- More timely and valuable news updates online and via e-mail in between issues of *APICS* magazine.
- An enhanced digital version of the magazine that is more visually appealing to those who access the information online, enabling more reliable and timely delivery of the magazine to international members.

*APICS* magazine features innovative ideas and real-world strategies for inventory, materials, production, and supply chain management; planning and scheduling; purchasing; logistics; warehousing; and e-business solutions for professionals at every level of an organization. Members receive print copies in the mail, and can also read *APICS* magazine online at [www.apics.org/resources/magazine](http://www.apics.org/resources/magazine).

### **Updated! APICS Dictionary, 12th edition**

APICS members receive a complimentary copy of the *APICS Dictionary*, the standard for terms and definitions in the inventory and supply chain management field. The 12th edition, published October 2007, contains more than 4,000 essential terms. Members can request their copy at [www.apics.org/freedictionary](http://www.apics.org/freedictionary).

### **Updated! APICS Illustrated Dictionary**

Now with 500 new terms, this CD-ROM includes more than 4,000 terms from the *APICS Dictionary* and illustrates more than 2,500 of them. The terms are categorized and cross-referenced for easy access. To order, visit the APICS Bookstore at [www.apics.org](http://www.apics.org).

### **Back by Popular Demand! *P&IM Journal***

The *Production and Inventory Management Journal* publishes original research that has a significant affect on operations management. Anticipate more information on the journal in 2008.

### **New! Aberdeen Research**

APICS members have full access to the Aberdeen Research Archive that contains more than 5,000 documents focused on the global value chain (a \$995 value). Research channels include current, relevant information on supply chain, manufacturing, information technology, finance, retail, human resources, and product research and development. Visit [www.apics.org/benefits](http://www.apics.org/benefits).

APICS continues to offer these indispensable professional development resources.

### **APICS Certification**

APICS members pursuing certification enjoy savings averaging 25 percent on certification preparation classes, review materials, and testing fees. Members belonging to chapters can more effectively work through the certification process by taking chapter review courses and participating in study groups.

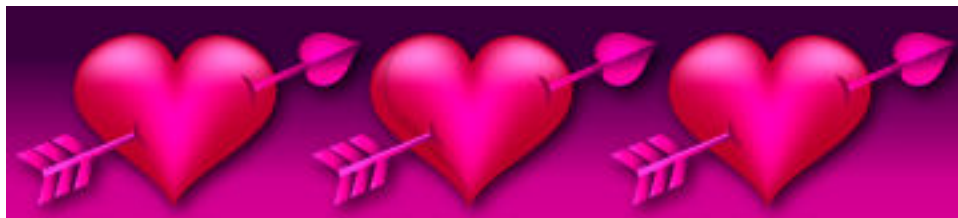
### **APICS Learning Communities**

APICS Learning Communities are forums where members can gather regularly to share ideas, develop best practices, and find solutions to everyday challenges in operations management. Visit APICS Learning Communities at [www.apics.org/communities](http://www.apics.org/communities).

### **APICS Web Site**

APICS members can access exclusive, members-only content on the APICS Web site. Members can use the site to research pressing issues using the searchable [Publications Database](#), stay abreast of industry terms and definitions using the online *APICS Dictionary*, obtain white papers and free APICS Webinars On-Demand on operations management topics, and other valuable industry information.

APICS is committed to ongoing development of membership programs and services and welcomes suggestions for ways to enhance member value.



## Program Overview

Sales and Operations Planning is becoming a key part of the business process at more and more companies. Often those who have the vision to initiate this process run into challenges as they try to get a successful program off the ground. Sales and Operations Planning: How to Make it Work will examine the essential elements of a successful initiative as well as the pitfalls encountered along the way. Mr. Zampello will cover areas such as behavioral change, planning the implementation, and walking through a model for such an implementation. He will also cover what happens when an organization has tried S&OP once and needs to re-implement. Beyond refreshing all the benefits of implementing the Sales and Operations Planning discipline this program will give you insights and techniques to indeed “Make it Work” for your organization.

## About Tony Zampello



Following a long career in manufacturing management, Tony now serves as a consultant, educator, and trainer to the manufacturing industry. He’s been involved for over thirty years in a broad range of industries, product types, and market environments. He has held senior management positions with Engelhard, Hasbro, and Schroff, and has consulted with Vermont Castings, Rolls Royce, JR Music Supply, and Tiffany among others.

During his long tenure in industry, Tony has managed a wide range of initiatives, including: S&OP and ERP implementations, lead time reduction projects, offshore sourcing efforts, and inventory reduction programs. His over thirty years of experience give him a broad perspective in his consulting and teaching work.

Tony has been active in APICS for over twenty years, and holds the following certifications:

- Production and Inventory Management (CPIM)
- Certified Supply Chain Professional (CSCP)
- Integrated Resources Management (CIRM).

He has held various leadership positions in APICS, including: VP Region 1, Finance Committee Member, International Board of Directors, and President of the Providence Chapter and New Bedford Chapters. He’s served on the Seminar 1 Board of Directors, and is an APICS certification instructor. In addition, Tony has taught as an adjunct professor at the Worcester Polytechnic Institute.

He holds an Associates Degree in Applied Science from Union County Technical Institute and a Bachelor of Science degree in Business Administration from Seton Hall University.