

Downeast Chapter

Chapter #238 – www.apicsmaine.org

NOVEMBER 2007 NEWSLETTER



Welcome New Members:

- Ellen Miller - Utility Shared Services Corp



New CSCP Certifications:

- No New Certifications This Month
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Letter from the President: 11/1/07

Welcome to the November APICS Downeast newsletter!



In addition to the listing of classes starting in the winter, please note our initial offering of tours and Professional Development Meetings. We are excited to offer a tour of the LL Bean distribution facility in March, as well as renewing our acquaintance with the good people at the Shipyard Brewery in Portland. We have been doing this December “fun” tour for over 10 years now and it is a pleasant and relaxing activity in what can be a hectic holiday season. The tour is free but we do ask that you register via the website so we can let the Shipyard know what to expect. At this event we are treated to a talk and video about the brewery business, a little sampling before a great tour of the facility, and then some more sampling and pizza after. The Shipyard gift store remains open during the tour hours with a discount offered for our group. This has always been a good time, sign up now!

In February, we will expand on the Executive Sales and Operations Planning theme that we presented last January. Tony Zampello, CPIM, CIRM, CSCP, of Zampello and Associates, an associate of TF Wallace, and a fine speaker in his own right, will present “ES&OP: Getting it Done”. The emphasis here is on how to launch the process, who to involve, and what pitfalls to avoid. This presentation follows the superb event we had with author Bob Stahl, also of TF Wallace. The event will take place on Thursday, February 28th. Please watch the list serve and website for the location.

Please note that we have a survey of members posted on the website. Help us better deliver education and services that fit your needs by filling out the survey. You can also win a prize for completing the survey before December 1st and being put into the drawing! I hope to see you at the Shipyard or another APICS activity in the near future.

*Jack Wood, CSCP
President, APICS Downeast*





Chapter Award Recognition:

Congratulations! The **Down East Chapter** has qualified for the **Silver** Benchmarking and Reporting (C-BAR) award level. Your award submission demonstrates your chapter's dedication to providing exemplary member services and professional development opportunities to APICS members and customers.

To commemorate your achievement, your chapter will be recognized at the 2007 APICS Conference and Exposition in Denver. Special recognition includes:

- Special recognition of your status in the APICS 2007 Honor Roll booklet and signs on display throughout the conference
- A **\$75** gift certificate to be used for purchases of APICS educational materials in the APICS Bookstore, available for pick-up at the Conference or mailed the first week of November
- Special recognition in the APICS *Leadership Central* newsletter, November issue
- Visual representation of your chapter's award achievement on the [APICS Chapter Locator](#)
- Assorted electronic formats of 2007 C-BAR award medallions to post on your chapter Web site, see attached

Thank you for your commitment to chapter excellence. I look forward to more great accomplishments from your chapter in the years ahead.

Good job and keep up the great work!

Sincerely,

Eric Schaudt, CPIM, CSCP
Chapter Development Committee, Chair





Professional Development Meetings:

December

Wednesday, December 5

From 5:00 - 7:00 pm

Annual Shipyard Brewery Fun Tour

(see president’s message above and visit the website for more info or to register)



2008:

February

Thursday, February 28

Executive Sales and Operations Planning

“Getting it Done”

with Tony Zampello of T.F. Wallace Associates

(location to be announced)



March

LL Bean Plant Tour

Date and Time TBA

Distribution Facility in Freeport



PayPal Now Available for Automatic Payment

The Downeast Chapter now has the ability to accept PayPal as the payment method for members who wish to use credit/debit/purchasing cards. We are in the process of setting up the shopping cart and appropriate links for class PDM registrations on the website forms so that registration and payment can be done in a few easy automated steps. Please check the website on your next registration occurrence for this functionality.

You may also register separately, and then send us a payment later by logging in to your own PayPal account and choosing the “Send Payment” option. Send the payment to: finance@apicsmaine.org and that’s it!

Of course the more traditional “pay at the door” or mailed checks, with or without purchase orders and invoices, are still accepted and manageable as well.





Upcoming Events:

Principles of Lean Manufacturing

Time: 8:00 am - 4:30 pm

Sign-in: 7:30 am

Cost per participant: \$295

Friday, November 16, 2007

All Dates and Locations Below

Principles of Lean Manufacturing:

Using a dynamic simulated manufacturing environment, our experts will bring your team from a traditional manufacturing operation to a Lean enterprise, eliminating waste and increasing productivity and profitability, allowing you to gain a competitive edge in the marketplace.

Basic Elements of Lean:

Traditional manufacturing philosophies stress high utilization of machinery and manpower with little concern for cycle time or manufacturing waste. Lean manufacturing focuses on creating greater production efficiencies by implementing value-added activities to minimize waste. By utilizing a simulated learning environment, workshop participants experience a complete Lean transformation and learn how to implement Lean principles throughout their own manufacturing enterprise.

Elimination of the Eight Wastes:

Lean implementation focuses on eliminating the Eight Wastes:

- | | |
|-----------------------|--------------------------|
| * Overproduction | * Inventory |
| * Wait time | * Motion |
| * Transportation | * Defects |
| * Inefficient process | * Production bottlenecks |

By introducing and implementing Lean principles, your company can improve efficiencies, reduce waste, increase profitability and provide customers with high quality products at competitive prices.

Results of Lean Manufacturing:

Participants in our workshops have reported significant results after implementing Lean principles in their own enterprises including:

- 90% reduction in lead times
- 85% reduction in work-in-process
- 85% improvement in quality
- 50% increase in productivity
- 50% reduction in floor space

Who should attend:

Business and manufacturing leaders who would like to understand the basic Lean concepts and start on the road to a Lean transformation. Companies that are interested in reducing their inventory, improving their overall quality, improving their on-time delivery performance, improving their productivity, and lowering their costs. These include service organizations in healthcare, banking, education, transportation, travel, construction, hospitality, food service and distribution as well as small and medium-sized manufacturers.

Dates

Friday, November 16, 2007
Tuesday, January 29, 2008
Wednesday, February 13, 2008
Tuesday, March 11, 2008

Locations

Gorham, ME - University of Southern Maine (USM-ASET)
Auburn, ME - Androscoggin Valley Council of Governments (AVCOG)
Presque Isle, ME - Presque Isle Career Center
Augusta, ME - Augusta Armory, Western Ave

** If above links do not work, go to www.mainemep.org and click on "Upcoming Events"

For information, call Jayne Riley at (207) 623-0680, or register online at www.mainemep.org (Upcoming Events)

Registration: The fee for each workshop is \$295 per person
Lunch is included - Dress is casual

Sign Up Now

Seats are Limited to 3 per Business Priority Seating to Businesses New to Lean

**Maine MEP
87 Winthrop Street
Augusta, Maine 04330**





Member Survey:

Your Chance to Have Input and Also Be In to Win!

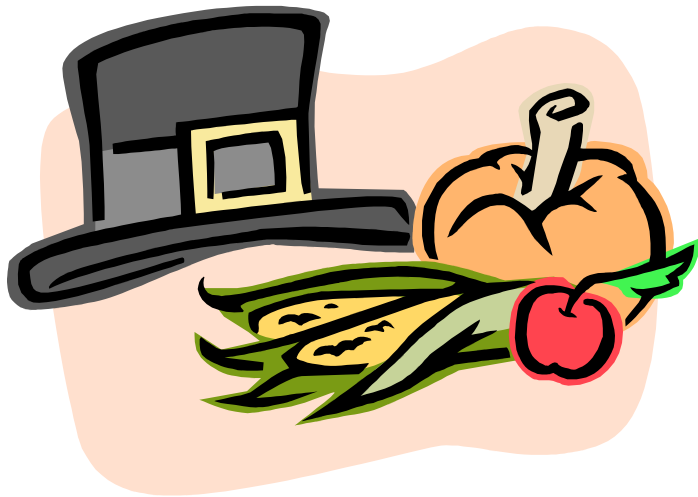
Your participation in a brief survey makes you eligible for a \$50 LL Bean gift certificate to be drawn in early December! (Your name and contact info must be included on the survey to be included in the drawing).

The Downeast chapter Board of Directors wishes to get updated information of wants and needs from members, students, and other willing participants. An updated survey form is posted on the chapter website at <http://www.apicsmaine.org/Survey.htm>

Please navigate to <http://www.apicsmaine.org/Survey.htm> now and participate!

Survey submission must be received by December 1st to be eligible for the drawing. (Of course, your thoughts and comments are appreciated anytime!)

Thank you for your help and Good Luck in the \$50 LL Bean drawing!





Course Schedules:

WINTER 2008 COURSE SCHEDULE

Course	Day/Time	Location
<i>Detailed Scheduling & Planning</i>	Starts Thursday January 17th	General Dynamics ATP, Saco
<i>Strategic Management of Resources</i>	Starts Wednesday January 16th, 5:30-7:30	Remstar International, Westbrook (Remote)
<i>Strategic Management of Resources</i>	Starts Wednesday January 16th, 5:30-7:30	Huhtamaki Foodservice, Waterville
<i>Strategic Management of Resources</i>	Starts Wednesday January 16th, 5:30-7:30	Maine Machine Products, South Paris
CSCP <i>(Certified Supply Chain Professional)</i> <i>Study Group & Chapter Support</i>	Date/Time TBD <i>as requested</i>	Location TBD <i>Dependent upon</i> <i>participants & 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



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 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.





APICS Webinars:

[Sales and Operations Planning \(S&OP\) How-Tos](#)

November 6, 13, 20, 27, December 4, and 11,
at 1:00 p.m. ET

[Methods for Forecasting New Products and Measuring the Results](#)

November 7, 2007, 2:00 p.m. ET

[Aligning Supply Chain and Financial KPIs](#)

November 14, 2007, 2:00 p.m. ET

