



CELEBRATING **50**



## Downeast Chapter

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

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### SEPTEMBER 2007 NEWSLETTER



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

- Bambi Bahr, Enercon Technologies
- Marjorie Luce, Central Maine Power
- Jeffery Minihan



#### **New CSCP Certifications:**

- Christopher W Brown, Idexx
  - Deborah Morton, Idexx
  - Diane C Pruneau, Idexx
  - Lauren K Wallace, Idexx
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## Letter from the President: 9/5/07

*Greetings to APICS members as the summer winds down.*

*We start our new fiscal year as APICS is turning 50, and your local chapter is going into its 23<sup>rd</sup> year. As the newly-elected president of our chapter, it is my goal to continue the good work of Rick Martel (who stays with the Board, working on website and education projects) and to facilitate changes to our course and program offerings to keep them useful and relevant to your needs. We continue to offer great education courses and programs, and it is not too late to enroll in classes that start in September. See the Education section of the chapter website ([www.apicsmaine.org](http://www.apicsmaine.org)) for details.*

*Joining in the chapter Board of Directors is a great way to network with other professionals and to acquire and polish the skills involved in running a volunteer association. We have started the year a bit light on some positions on the Board, and I invite anyone interested to contact me about how to get involved. It's not just more meetings!*

*There are changes under way in the structure of the APICS organization. These changes will take place at what we know currently as the Region level. APICS is organized by chapter at the local level, Region at the next level, and finally the national Society. Maine, as well as the other New England states, has been part of Region 1.*

*This level of the APICS organization serves to support individual chapters through interaction with their colleagues in other chapters, to sponsor more ambitious region-wide undertakings (our Seminar 1, for example), and to have representation at the Society level.*

*Up to this point the Region Vice President has been our voice at the Society level. As of January 2008, a new structure will be in place. The former Regions 1 and 2 will be combined into a District. Region 2 consists of all of New York state, as well as northern New Jersey. At a combined meeting of both current regions that I attended in Albany NY in August, we elected the first individuals for the positions of District Director and District Manager.*

*Our new Director is Quinn Golden, who is currently the Region 1 VP and the new District Manager is Virginia Vogel-Polizzi, CFPIM, a longtime, active Region 2 member. Both of the new officers are well-qualified, dynamic proponents of the value of the APICS body of knowledge and will provide great leadership at the District level and representation of chapters' needs at the national level.*

*On any matter concerning your chapter, please contact me by phone or email. APICS exists to provide education and services that serve your needs. I look forward to seeing you at an upcoming event.*

*Jack Wood, CSCP  
President, APICS Downeast Chapter*



## **Professional Development Meetings:**

We are still working on finalizing details for the first few events. Please check the website frequently for updates. An e-mail message will be sent when a PDM is scheduled so make sure you are on our distribution list and watch your inbox!

## **PayPal Now Available for Automatic Payment**

The Downeast Chapter now has the ability to accept PayPal as the payment method for members that 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](mailto: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 APICS Event:

The 2007 APICS Leadership Institute Denver will be held **Saturday, October 20**, before the APICS International Conference & Expo. Leadership Institute Denver registration is free and open to all who wish to attend; so don't miss this opportunity to excel!

The APICS community is a fusion of chapter, region, and global leaders. Leadership Institute Denver provides a variety of training opportunities for these dedicated leaders. A complete program schedule will be included in the July issue of *Leadership Central*.

The annual APICS International Conference & Expo is a valuable experience for all APICS members. Chapter presidents may designate up to five chapter board members to attend the conference at a reduced registration rate of \$799. Region vice presidents may designate up to six representatives from region staff to attend at the reduced rate.

To qualify for the reduced registration rate of \$799 (US dollars), the designated individuals MUST attend Leadership Institute Denver and have the approval of their chapter president or region vice president. To register, use the attached special Leadership Institute registration form or register online at <http://www.apics.org/education/conference/register.asp>.

If you have any questions about Leadership Institute Denver, please contact APICS Chapter Relations via e-mail at [chaprel@apics.org](mailto:chaprel@apics.org) or via phone at (800) 444-2742 or (703) 354-8851, ext. 2324. For more information on the APICS 2007 APICS International Conference visit [www.apicsconference.org](http://www.apicsconference.org).

Thank you for your continued support and commitment to APICS!

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## Course Schedules:

### Fall 2007

Course	Day/Time	Location
Execution and Control of Operations	Wednesdays Starting 9/12	Remstar International, Westbrook (remote)
Execution and Control of Operations	Wednesdays Starting 9/12	Huhtamaki Foodservice, Waterville
Execution and Control of Operations	Wednesdays Starting 9/12	Maine Machine Products, South Paris
Master Planning of Resources	Thursdays Starting 9/13	General Dynamics, Saco
<b>CSCP</b> (Certified Supply Chain Professional) Study Group or Instructor Support	TBD As Requested	TBD Dependent on participants and requests

**\*\* 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.](#)

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

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

**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.



## **Feature Article:**

### **REVERSE LOGISTICS GOING GREEN**

Organizations today are inundated with all the necessities of building an agile global supply chain to be competitive. Forward-thinking companies focus on all the required business process reviews and cost-saving efforts to provide them with a bottom-line perspective of customer value. With all this strategic activity, it's been easy to overlook an ever-lurking reality that is now becoming more of an everyday event rather than a nuisance exception—the reverse logistics supply chain.

It's not just for sprucing up the corporate image that returns of products and packaging are becoming a regular business activity. Recently, the concern over the surge of returns that backs up the normal flow of goods and services has resulted in a need for the redevelopment of basic supply chain capabilities.

#### **Products and Packaging**

To execute reverse logistics as a smooth and complete process, companies must first understand just what it is that their customers and industry require. There are two distinct reverse flow areas—products and packaging. Companies have understood the value of accepting customer returns on products as good customer service. Income streams have been built on such activities as repair, refurbishment, and recovery in many businesses—not just the image of the street-side recycle container but a true "green" initiative has emerged globally.

In Europe, the law requires companies must take back transport packaging (cartons, pallets, and so forth) used for their products for reuse or recycling. Germany, for example, has extended this to secondary packaging like the box that houses a tube of toothpaste, and primary packaging—the toothpaste tube itself. Both must be returned to the appropriate distributor/manufacturer. This initiative, the Duales System Deutschland, has resulted in 86 percent of all sales packaging being recycled. This accomplishment compares with U.S. performance that is having a difficult time hitting its own target of only 25 percent.

#### **Responsible Design**

So, just how is existing supply chain thinking going to adjust to accommodate this increasingly important issue? It's much more than just an "it's the right thing to do" attitude. The shift calls for management to concentrate on being responsible for the design of products and processes that will efficiently use resources and be environmentally friendly, focusing on reducing costs by eliminating any wasteful material and energy consumption. The application goes back to essential product life cycle management steps that will ensure the organization's cross-functional design team sees the big picture on the creation, use, logistics flow, and demise of a product's useful life. A landfill must become the least desirable option to a company's legacy.

Supply chain support functions such as information technology, human resources, engineering, and finance must focus on the business processes and talent necessary to incorporate the new global reverse flow requirements into their daily activities—not only with a goal to execute well, but to ensure profitability.

U.S. companies have much catching up to do. The payoff to all this effort definitely starts with customer satisfaction and competitive edge. But to really benefit, the maximization of resource conservation, reuse of components, and recycling of materials needs to result in a solid bottom line for the entire supply chain. Responsible action will help build a closed-loop economy, as defined by the Reverse Logistics Executive Council, where all products will be reused with a minimal amount of production eventually finding a home in a landfill.

The time to start is now.

—David T. Jankowski, CFPIM, CSCP, president of DT Jankowski and Associates, can be reached at (610) 404-8271 or via e-mail at [jankowsk@ptd.net](mailto:jankowsk@ptd.net).



## **APICS Webinars:**

### **APICS Webinar Series—Effective Inventory Management Concepts**

Date: Thursdays, September 13, 20, 27, October 4, and 11

Presented by Debra Hansford, CPIM, CIRM, CSCP, C.P.M.

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

Level: Basic

[Register today!](#)

