



The New Bedford Chapter #1

OCTOBER 2007

The Birthplace of APICS

BILL PIKE, EDITOR

Our October PDM is FREE

Please be sure to mark your calendars – 10/16/07

DATE: October 16, 2007

LOCATION: Hilton Garden Inn, Plymouth, MA (Exit 5 off Route 3)

TIME: 5:30 – 7:30 PM

- Refreshments will be served.
- Bob will be happy to personally sign his latest book – available to purchase.

Bob has many years of experience in manufacturing all around the world and has some valuable insights to share. His experience is deserved fuel for the fire. Bob will lead a round table discussion that begins with his views of Manufacturing in America. Please do not miss this one!!!

Bob Stahl is an educator, consultant, and author specializing in Sales & Operations Planning. He has worked with some of the world's finest companies. Bob Stahl's more than thirty years of manufacturing experience give him a unique ability to influence operational excellence. While holding line management positions in industry, Bob's efforts contributed to improvements in ROI from 8% to 48%. Since leaving industry in 1981, Bob has helped many companies in varied environments make similar improvements in their performance.

Bob holds a Bachelor of Science Degree from Villanova University, was certified (CPIM) by the American Production and Inventory Control Society (APICS) in 1980, and is recognized by Who's Who in America. He is a frequent keynote speaker at corporate meetings, professional society conferences, regional & national seminars, and chapter meetings. Bob was awarded the distinction of Best Conference Speaker at an International Conference attended by over five thousand people. He also is an inaugural member of APICS - Seminar 1 Speaker Hall of Fame, having scored from attendees at least 4.5 on a 5.0 scale for 6 consecutive years. Bob has co-authored (with Tom Wallace) five books, and is working on several more:



Bob heads the consulting practice for T. F. Wallace & Company. He can be reached directly at: RStahlSr@aol.com 508/226-0477

Prior to the PDM, Bob will lead a ½ day Seminar; details immediately follow.



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New Bedford, APICS Chapter # 1 presents a ½ day SEMINAR:

October 16, 2007
Hilton Garden Inn, Plymouth, MA

Executive Sales & Operations Planning - Top Management's Handle on the Business

Bob Stahl - a proud member of the New Bedford Chapter

Executive S&OP - the top management component of Sales & Operations Planning - enables businesses to perform more effectively. It balances demand and supply at the volume level, fully integrates to financial planning, and establishes relevant policy and strategy. It does the proper prior planning so that execution at the mix level can be done well and routinely.

At this seminar, you will discover answers to these important questions:

- What is Authentic Executive S&OP? How Does It Work?
- What Does It Take to Make It Work? How to Get Started?

Seminar is not limited to, but intended for:

- CEO's, GM's, Business Leaders
- VP Operations
- Plant Managers
- VP Sales/Marketing
- CFO/ VP Finance
- Sales/Marketing Professionals

Testimonials from prior seminars:

- *"Speaker did a great job, definitely subject matter expert."*
- *"Relevant and cutting edge information."*
- *"Specific enough to get ideas, but general enough to apply to many companies."*
- *"Things you can take back and use now."*
- *"Tools - slides and books excellent."*
- *"One of the best "how-to" seminars I have been to."*

Attendees of the workshop will receive a FREE copy of Bob's latest book:

[Sales & Operations Planning-The Executive's Guide](#)

Details:

- Hilton Garden Inn, Plymouth, MA (Exit 5 off Route 3)
- Registration prior to 10/5/07 - \$99.00 for an APICS member - Non-member @ \$199.00
- Registration after 10/5/07 - \$199.00 for any member APICS / Non-member @ \$249.00
- On sight walk-in registration and sign-in: 12::30 to 1:00pm / **Workshop: 01:00 – 05:00 PM**
- To **REGISTER**, go to the New Bedford website and type in the comments box **STAHL**

For more on Sales & Operations Planning, go to: www.tfwallace.com



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PROGRAMS REPORT:

www.Apicsnewbedford.org

<u>Date</u>	<u>Speaker</u>	<u>Topic</u>	<u>Location</u>
Oct. 16, 2007	Bob Stahl	Manufacturing in America	Plymouth, MA
Nov. 13, 2007	Phil Gelinas	Product Development	Middleboro, MA
Dec. 11, 2007	Joseph Terrio	C-TPAT	Braintree, MA
Jan. 22, 2008	Gary Finocchi	Offshore Manufacturing	New Bedford, MA
Feb. 19, 2008	Mike Ford	Stop Fighting Fires	Taunton, MA
Mar. 18, 2008	to be finalized	Plant Tour	Raynham, MA
Apr. 15, 2008	Mike Walsh	Root Cause Analysis	Plymouth, MA
May 20, 2008	Winthrop-Atkins	Plant Tour /BOD Elections	Middleboro, MA
Jun 17, 2008	Quinn Golden	Membership/Installation	TBD

EDUCATION REPORT:

www.Apicsnewbedford.org

CPIM:

- ◆ BSCM - Precix - New Bedford, MA Commencing 9/12/07
- ◆ MPR - Location TBA Commencing 9/13/07

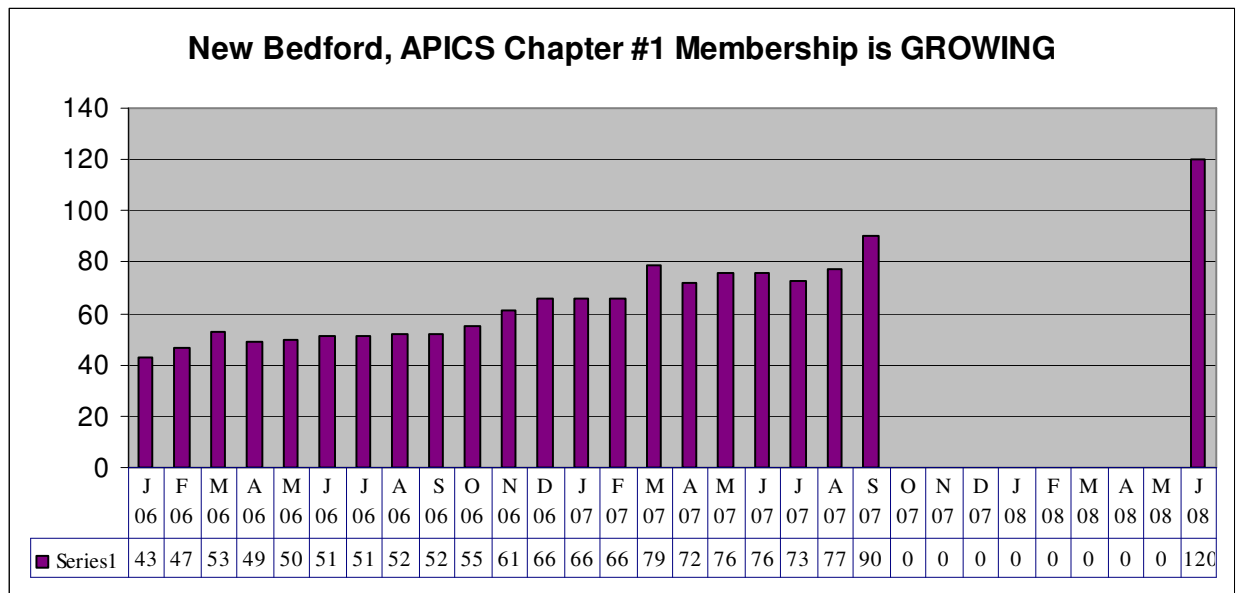
Note: If your company wants to host a CPIM review class or if you are considering an In-house CPIM program, please give Mike a call to discuss options or to register.

LEAN OPERATIONS WORKSHOP SERIES:

With ten students enrolled, we will commence the first of six workshops on October 5, 2007 at the Acushnet Company. If you have considered enrolling in the certificate program or perhaps individual workshops - please send a note to Mikewalsh@QSG.net or register on the website.

MEMBERSHIP REPORT:

www.Apicsnewbedford.org





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Congratulations New Members - August, 2007

Hans Grabau	Symmons Industries Inc
Robert Anzuoni	Symmons Industries Inc
Tracy Gajewski	Morgan Advanced Ceramics
Robert Chase	Reliable Truss

Congratulations New Members - September, 2007

MaryAnn Ayers	Codman & Shurtleff Inc
Cheryl Kelly	Codman
Maureen MacEachern	Codman
Daphne Sorell	Precix
Theophile Lopez	Precix
Richard Cheualier	Precix
Chris Kasanowsky	Depuy Spine
Ray Ouellette	Acushnet & Company
Pat Smola	Acushnet Company
Gary Moniz	Acushnet & Company
Ken Robello	Acushnet & Company
Frank Rizzotti	Acushnet Company

Has your APICS membership lapsed? Is it time to Renew? Contact Denise for assistance.



Some of our leaders during our proud 50 years.





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A Message from the President

Mike Walsh

OCTOBER 2007

1957 - On October 5, 1957, 62 of the 126 Charter Members assembled at the Cleveland Hotel in Cleveland, Ohio to form the American Production and Inventory Control Society. On January 17 & 18, 1958, the second quarterly membership meeting of the newly formed Society, the APICS Officers met in New Bedford, MA at the New Bedford Hotel; where the New Bedford Chapter was recognized as the **first chapter of APICS**. At the time, New Bedford had 10 chapter members. We are now a chapter with 90 members strong that can share in the history which 50 years as chapter # 1 – **New Bedford** affords.

I want to welcome all of the new members to New Bedford Chapter #1 - Professionals to be sure.

- ★ The Acushnet Company gets a star this month because they enrolled 5 new members and they have offered their facility to host the upcoming LEAN WORKSHOP.
- ★ The Precix Company gets a star this month because they enrolled 3 new members and they have offered their facility to host the upcoming CPIM BSCM module. A special shout out to Mr. Michael Pike for assisting with the new members, the class and support.
- ★ JNJ of Raynham gets a star this month as several new members have enrolled with the chapter and they validate the education process by sponsoring a CPIM MPR module.
- ★ How about a star for Mr. William (Bill) Pike. Bill is past President of New Bedford Chapter # 1 and is a long time serving Board of Director. His dedication to the continued success of this chapter is unequalled. Bill also serves APICS with his volunteer work with Seminar 1 and if I may – my friend of many years. Please send Bill a note to thank him.

We have a GREAT program for you this year. I sure hope that you take advantage of the diverse topics, speakers, locations and our objective of adding value to your daily crunch. We are moving the location of our monthly professional development meetings around the area so that all of our members are equally inconvenienced. Actually, we want our chapter membership to learn from the diverse member companies of the chapter. For instance, did you know that one of our member companies depends on the Horseshoe Crab for experimentation and business success?

The New Bedford Chapter is the place to be for membership. Why? Because of its education capabilities with APICS qualified instructors – PDM topics featuring regional and nationally recognized speakers – Professional networking that is a diamond in the ruff – And of course a forum that brings professionals together to discuss problems/resolutions – just like our founding fathers did some fifty years ago.



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50's Sports

A couple of the greatest players of the 50's were Willie Mays and Bob Cousy. Also, Mays was one of the greatest players in the history of baseball.



Willie Mays It all started on May 6, 1931. A young boy named Willie Mays was born in Fairfield, California. But no one knew that this little boy would change the world forever. In 1951, Mays entered the major league baseball organization at the age of 20. He was a player on the San Francisco Giants baseball team. Willie proved to America in only his first year that he was definitely a great player. He won the "Rookie of the Year" award with 20 homeruns, 68 Runs Batted In (RBI's), and great fielding. Then, in 1954, the "Say Hey Kid" (Mays's nickname) led the Giants to a World Championship. He also won the MVP (Most Valuable Player) with 41 homers, 110 RBI's, and a .345 batting average. After many more years of spectacular play, Mays retired in 1973. Over his career, the "Say Hey

Kid" had 660 homeruns, one batting title, two MVP Awards, 24 All-Star Game appearances, and four World Series appearances. He led the league four times, each in home-runs and stolen bases. He was also one of the best defensive players the game has ever seen. Without a doubt, Willie Mays was one of the greatest athletes in the world.



Bob Cousy was definitely one of the greatest players in the 1950's. He was born on August 9, 1928. Cousy grew up to play in the NBA for the Boston Celtics from 1950-1963. He was one of the best guards the game ever saw. During his career, Bob Cousy led his team to six championships including five in a row from 1959 to 1963. Also during that time, the "Houdini of the Hardwood" as they sometimes call Cousy, led the team by assists eight times, made ten all-star appearances, and won the MVP Award in 1957. This was also the year he won his first championship. After Cousy's playing career, he became a college basketball coach and a

sports broadcaster. He was also named to the Basketball Hall of Fame in 1970. As you can see, Bob Cousy was one of the best athletes America has ever seen.

CELEBRATING THE PAST, BUT LOOKING TO THE FUTURE..... As we all look to celebrate 50 years of APICS as a Professional Membership organization and take pride in the fact that the **New Bedford Chapter** – the **Birthplace of APICS**, also celebrates 50 years as **Chapter #1**, your Board of Directors also realize that we have a challenge ahead of us – a rebuild or perhaps a re-birth is more appropriate.

Your Board of Directors has been busy. For fifty years, New Bedford has been chapter # 1 and that will always be a fact. It is our mission to be # 1.