



The New Bedford Chapter #1



September 2007	The Birthplace of APICS	BILL PIKE, EDITOR
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NEXT PDM - September 18, 2007 Tuesday

Welcome back for another exciting year of Education. You will notice by the schedule for the year that we will be moving around to different locations for our PDM. I hope that the topics and the speakers will interest you enough that you will make this the best attended meetings ever, in the 50 years of APICS.

Register by going on the web site www.apicsnewbedford.org

Or call Bill Pike at 508-990-8357
Please register by Friday September 14, 2007

Topic is C-TPAT "Customs-Trade Partnership Against Terrorism"

What is C-TPAT?

- ◆ A voluntary, joint government-business partnership to strengthen supply chain and border security.
- ◆ U.S. Customs recognized the need to have close cooperation with all aspects of the industry supply-chain to provide the highest level of security.
- ◆ U.S. Customs is asking businesses to ensure integrity of security practices and communicate security guidelines to supply chain partners.
- ◆ C-TPAT was implemented after Sept. 11 as U.S. Custom's response to protect the Nation's borders.
- ◆ C-TPAT is designed for the entire trade community including Importers, Air/Sea carriers, Brokers, and Freight Forwarders.
- ◆ The program and its benefits can be custom-tailored to each type and size of participant.
- ◆ C-TPAT has now more than 7,000 participants.

www.apicsnewbedford.org

Speaker

Joseph Terrio, CPIM, C.P.M., Director of Materials for Symmons Industries will be our host and speaker for the evening.

Joe will present on the topic of **C-TPAT: Customs – Trade Partnership against Terrorism**. If you or your organization is at all concerned about **Transportation Security**, you will not want to miss this event. Unfortunately, we will have to limit this event to the first 35 persons to register and we will be inviting the South Shore Chapter.

Schedule of events:

Arrival at Symmons at 5:30 PM
 5:45PM shop floor for a short plant tour
 6:15PM Regroup in the Training Room for dinner (Pizza and Soda)
 6:30 PM; Joe will commence with his formal C-TPAT presentation followed by some do's and don'ts learned while Symmons achieved certification; adjournment by 7:45 PM

For Directions to Simmons Go to Symmons Industries Braintree, MA

Take the RT-28 S exit- EXIT 5A-toward RANDOLPH. Turn SLIGHT RIGHT onto N MAIN ST / MA-28. Turn LEFT onto RUSS ST. Turn RIGHT onto LAVALLY RD. Stay STRAIGHT to go onto DENNIS AVE. DENNIS AVE becomes PACELLA PARK DR. Turn RIGHT to stay on PACELLA PARK DR. Turn LEFT onto POND ST. POND ST becomes WEST ST. Turn LEFT onto BROOKS DR. End at **31 Brooks Dr**



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Planned PDM's for 2007-2008

Mark your calendar Now so that you do not miss any.

<u>Date</u>	<u>Speaker</u>	<u>Topic</u>	<u>Location</u>
Sep. 18, 2007	Joseph Terrio	C-TPAT	Braintree, MA
Oct. 16, 2007	Bob Stahl	Exec Sales & Ops Planning	Plymouth, MA
Nov. 13, 2007	Phil Gelinas	Product Development	Middleboro, MA
Dec. 18, 2007	Board of Directors	Holiday event (TBA)	Westport, MA
Jan. 22, 2008	Gary Finocchi	Offshore Mfg. Round Table	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

CPIM: Fall – We are planning a full slate of CPIM modules. Currently:

- ◆ BSCM - New Bedford, MA Commencing 9/12/07
- ◆ MPR - Raynham, MA Commencing 9/13/07
- ◆ MPR - Norwell, MA 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.

Workshops:

- ◆ Another Lean Certificate Program is forming. We have 4 students to date and will move the commencement date out to mid-August or Sept. Call Mike for information and registration.

AEP - Accelerated EXAM Preparation – We will resume in September – Check the website.

CSCP: We are ready when you are - Give a call to discuss and look to the website for details.

If you would like to register for any of these classes or need more information please contact Mike at:

e-mail: Mikewalsh@QSG.net
mobile: 508.367.9257
Office: 508.775.5479
fax: 508.437.5580
www.QSG.net



The New Bedford Chapter #1

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

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 a member of New Bedford or \$149.00 for a member APICS / 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
- Seminar: 1:00 to 5:00 pm, with personalized book signing to follow.
- Coffee and refreshments served during 2:30 pm break
- Please send me a note for registration: Mikewalsh@QSG.net

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