

## The New Bedford News

Oct. 2006

[www.apicsnewbedford.org](http://www.apicsnewbedford.org)

VOLUME 10 ISSUE 02

# Attention New Bedford APICS #1 !!!

## We are pleased to announce our first LUNCH AND LEARN

*Sponsored by*  
**GREENE RUBBER COMPANY**

- Date:** **October 24, 2006**
- Time:**
- |                                 |   |
|---------------------------------|---|
| <b>Networking:</b>              | <b>11:30 AM</b> ( <i>Special time</i> ) |
| <b>Lunch:</b>                   | <b>Noon</b>                             |
| <b>Presentation:</b>            | <b>12:30 PM</b>                         |
| <b>Questions &amp; Answers:</b> | <b>1:30 PM</b>                          |
- Place:** **White's of Westport, MA (Promenade Room)**
- Cost:** **Regular price \$20.00 *slashed* to \$10.00 due to the generous sponsorship by Greene Rubber Company.**

### What's in it for you?

- No traveling or parking
- Solutions to your sealing problems
- Solutions to your assembly problems
- Solutions to your vibration problems
- Solutions to your design dilemmas

A technical presentation geared toward your needs, samples of product highlighting our capabilities, design and application staff to answer your questions, and lunch.

***Just bring your questions, an open mind and your appetite.***

Greene Rubber Company is an ISO 9001-2000 ISO/TS 16949:2002 certified manufacturer of custom molded rubber seals, vibration mounts, vibration isolators, gaskets, EMI/RFI materials, o-rings, bumpers and grommets. We are also a distributor and fabricator of materials from St. Gobain Performance Plastics: Tygon® Tubing, electronic tapes and silicone; Parker Seals; Chomerics conductive materials and Rogers Poron® Cellular Urethanes and Silicones. With over 75 years of industry experience, ISO/TS, UL 746 certification, 85,000 square foot facility, Greene Rubber Company has the experience and resources to assist you with your design, fabrication and inventory management needs.

As a converter, distributor and custom manufacturer, Greene Rubber has many resources available to help meet your needs. Greene offers state-of-the-art fabrication by providing manufacturing expertise and capabilities including: Molding, Slitting (Tapes and Sheet), Die Cutting, Water Jet Cutting, Extruding and Kiss Cutting, and Metal Fabrication to include Wire EDM and precision CNC.

Our Global Sourcing Network is a great resource for custom manufactured parts when a highly competitive price is needed. All of our Asian sources have long-standing relationships with us and maintain the highest quality standards such as ISO: 9001-2000, QS9000, ISO 14001 and ISO/ TS 16949:2002. Greene Rubber identifies your needs and chooses from a vast array of multiple manufacturers that best suit those needs.

Manufacturing from blue prints is not all that we specialize in. We **design** using 3-SolidWorks®, analyze material properties and utilize acoustic, dynamic and finite element analysis to ensure you absolute quality and on-time delivery to your high standards. Our locations in **Massachusetts, Connecticut, California, Taiwan and Mainland China** work together to guide your project through every aspect of production, from your drawings or samples to the final product. With the combination of proven engineering and manufacturing expertise, Greene Rubber Company and its global Sourcing Network can guarantee you the optimal solution to your gasketing, sealing, insulating and vibration problems in the shortest time.

***Just give Greene Rubber one hour of your time and they will show you how you can benefit from their products, quality, experience, pricing and delivery that suit your needs.***

**What Greene Rubber does best:**

We select quality materials for your specific application. Our mechanical engineers aid in the design process so that costly errors are caught prior to production. We rapidly make prototypes of your parts to allow for testing the components in use, and then make production runs using world class manufacturing capabilities combined with quality global sourcing to give you a one stop purchasing experience.

**Greene's Combined Capabilities Include:**

- Rubber and Plastic Die Cutting – small runs to million piece production runs
- Rubber, Plastic, Metal, Stone, Fabric, etc. – water-jet precision cutting
- Slitting – rolls of tape, rubber sponge, foam plastic and metal films slit to custom widths
- Rubber Molding – transfer, compression and injection molding
- Plastic Molding – plastic injection molding
- Wire EDM Fabrication – precision fabrication of electrically conductive materials
- CNC Machining – metal fabrication, mold making, precision tooling

*Hopefully, you can plan another hour and stay for Lunch and New Bedford chapter networking and fun.*

Please **register** early by contacting Bill Pike at **(508) 990-8357** and providing Name, Company, Contact Info and lunch choice (beef, chicken or fish) for each member of your team. Please visit our website for details of our November PDM [www.apicsnewbedford.org](http://www.apicsnewbedford.org).

## GOOD NEWS

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**We have a new member on the BOD, Denise Shurtleff.  
Denise works for the Berquist Company in Wareham.**

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**We also have a new member that joined in August, Thomas P. Hogan.**

Be sure to give them a warm welcome when you attend the next PDM.

Plan now for next months PDM when Dr. Laura Forker, our Academic Liaison will be the featured speaker.

**November 7, 2006**

**Speaker – Laura B. Forker, Ph.D., C.P.M.**

**Topic – The Importance of Service Recovery**

**Location – White's or Hampton Inn, Westport. MA**

To look up the schedule for the rest of the year go to the web site at [www.apicsnewbedford.org](http://www.apicsnewbedford.org).

**To make your reservations for this or any other PDM, please call Bill Pike at 508-990-8357.**

**Please call by Friday of the week before the meeting.**

### **Directions to the Whites' of Westport**



If you are coming from west of Fall River, take Rt. 195 East to Exit 9. Take exit 9 to stop sign, take a right and then another right within a few feet. This road will take you to the entrance to Whites'. If you are coming from the east, take the Rt. 88 exit, and take the first exit onto rt. 6. Whites' is about one mile on your right. If you take Rt. 6 from either direction, Whites' is in the Narrows of Westport on Rt. 6.



To all members and others who are interested in an education from APICS, Mike has given everyone an opportunity to either learn from the Basics on up, or for those who have taken review courses but never taken the test there is a intensive review course with the test scheduled so that you do not procrastinate.

## **NEW BEDFORD – OCTOBER 2006**

Michael T. Walsh, CPIM

## **EDUCATION: REPORT CARD**

MikewalshofQSG@aol.com

**ANNOUNCEMENT:** The APICS CPIM certification review course DSP (Detailed Scheduling and Planning) is scheduled to commence on Monday, October 23, 2007 at 6:00 PM. The course will be conducted at Winthrop-Atkins, Rt. 105, Middleboro, MA. If you are ready to either begin or resume or quest for CPIM, please send me a note ASAP.

**ANNOUNCEMENT:** We are pleased to report that the accelerated CPIM review program has generated some interest. In fact, we are now prepared to conduct just one module per each Saturday, beginning 10/21/06 with the Basics of Supply Chain Management; followed by Master Planning of Resources on 10/28/06; followed by Detailed Scheduling and Planning on 11/04/06; followed by Execution and Control of Operations on 11/11/06. We will use Room 101, Adult Learning Center, UMASS Dartmouth. The cost is still \$49.00 per participant and you must have previously attended a CPIM review course to qualify for this program – as it is intended to zoom preparation for the examination.

**REPORT CARD:** The New Bedford Chapter #1 of APICS is pleased to report on our educational opportunities. We will offer five CPIM certification review courses commencing January 2007.

- Basics of Supply Chain Management
- Master Planning of Resources
- Detailed Scheduling and Planning
- Execution and Control of Operation
- Strategic Management of Resources.

### **CPIM Certification Overview**

As an overview of CPIM certification, there are (5) separate modules or tests as follows:

#### **Entry Module:**

1. Basics of Supply Chain Management (BSCM)

#### **Business Process Modules:**

2. Master Planning of Resources (MPR)
3. Detailed Scheduling and Planning (DS&P)
4. Execution and Control of Operations (ECO)

#### **Capstone Module:**

5. Strategic Management of Resources (SMR)

It is recommended (but not mandatory) that they be taken in the order listed, because it follows the supply chain or business process. The CPIM courses are designed to provide an intense review of each body of knowledge with classroom interaction. It is assumed that each attendee has the basic knowledge and wants to review the content in a classroom environment prior to the CPIM certification test.

### Significance of CPIM

Being certified in Production and Inventory Management (CPIM) means that the individual has passed five examinations which cover the APICS (production, inventory and supply chain management) body of knowledge (BOK). This is perhaps the most widely sought-after industry certification, with approximately 75,000 certified professionals worldwide.

**For individuals**, the CPIM program is a self-assessment tool, to verify their understanding of supply chain and operations management. Today with the limited number of job openings, being CPIM certified is highly regarded as a “qualifier.” Lack of certification will be a disqualifier. As competitiveness drives decisions, the need for job-ready employees will become critical. Forward thinking companies are already recognizing this and more will follow.

**For the company**, CPIM validates the individuals understanding of supply chain and operations management. Many companies are using APICS certification as part of their Management-By-Objectives (MBO) programs. Some positions within companies are only open to those with APICS CPIM designation. For the company using certification as a pre-requisite in filling positions, CPIM certification helps narrow the number of resumes required to be reviewed.

### CPIM Review Classes

CPIM course fees are **\$465** for APICS members (class registration and exam voucher), **\$635/ non APICS members** (class registration and exam voucher), payable **PRIOR TO THE START OF CLASS**. Mail course payment (NO PURCHASE ORDERS PLEASE) To: New Bedford APICS, c/o Pamela Borges, 77 Ricketson Street, New Bedford, MA 02744

If you are interested in becoming a member of the New Bedford Chapter or register for an upcoming educational event, please contact Mike Walsh, CPIM, VP Education, at 508-775-5479, or MikeWalsh@QSG.net as soon as possible to reserve your seat.

[Note: We are always looking for additional company sites to host the CPIM classes, as well as, the Inventory Management and Lean Series Workshops. \(Minimum class size is six students.\)](#)

Course materials listed below are not included in the course fee but may be purchased directly from APICS at 1-800-444-2742, or online at [www.apics.org](http://www.apics.org). Each registrant must procure a participant guide and the book.

### Basic Supply Chain Management (BSCM) – 10 weeks

Explore the basic concepts in managing the flow of materials in a supply chain. In this course, you get a complete overview of material flow, from internal and external suppliers to and from your organization.

Topics include Elements of the Supply Chain, Just-In-Time (JIT), Total Quality Management (TQM), Manufacturing Resources Planning (MRP II), Demand Planning and Capacity Management.

*Prices shown are member prices, non-member prices are higher.*

BSCM Participants Guide, Stock #09122, \$85.00  
CPIM Exam Content Manual, Stock # 09051, \$23.40  
APICS Dictionary, Stock # 01102, \$24.30  
Introduction to Materials Management, Stock #03813, \$87.01

### **Master Planning of Resources (MPR) – 8 weeks**

Explores processes used to develop sales and operations plans; identify and assess internal and external demand and forecasting requirements; and gain an understanding of the importance of producing achievable master schedules that are consistent with business policies, objectives and resource constraints. The course focuses on developing and validating a plan of supply, relating management of demand to environment and developing and validating the master schedule. In addition, the course encompasses concepts for transforming sales, marketing and business requirements into a feasible and economic plan in various business environments. It also addresses concepts and methodologies for managing projected and actual demands from distribution networks and external customers. Finally, the course presents methods for integrating sales and operations plans, demand forecasts and customer demand into a specific master schedule. .

Prices shown are member prices, non-member prices are higher.

Master Planning of Resources Participant Guide, Stock #09124, \$85.00  
CPIM Exam Content Manual, Stock # 09051, \$23.40  
APICS Dictionary, Stock # 01102, \$24.30  
Master Planning of Resources Reprints, Stock #05001, \$29.25  
Distribution Planning and Control (2nd ed.), Stock #03442, \$76.00  
Manufacturing Planning and Control Systems (5th ed.), Stock #03406, \$61.56  
Master Scheduling in the 21st Century, Stock #03390, \$34.61  
Sales and Operations Planning, Stock #03160, \$34.61  
Sales Forecasting, Stock #03838, \$34.61

### **Detailed Scheduling and Planning (DS&P) – 9 weeks**

Focus on various techniques for material and capacity scheduling. Study detailed descriptions of material requirements planning (MRP), capacity requirements planning (CRP), inventory management practices, and procurement and supplier planning.

Topics include: Recognizing Techniques and Practicing of Inventory Management, Mechanics of the Detailed Material Planning Process, Planning Operations to Support the Priority Plan, Planning Procurement and External Sources of Supply.

*Prices shown are member prices, non-member prices are higher.*

Detailed Scheduling and Planning Participants Guide, Stock #09126, \$85.00  
CPIM Exam Content Manual, Stock # 09051, \$23.40  
APICS Dictionary, Stock # 01102, \$24.30  
Detailed Scheduling and Planning Reprints, Stock #05003, \$29.25  
Integral Logistics Management (2nd ed.), Stock #03127, \$61.56  
Introduction to Materials Management, Stock #03813, \$87.01  
Designing and Managing the Supply Chain (2nd ed.), Stock #03819, \$75.65

### **Execution and Control of Operations (ECO) - 8-9 weeks**

Focuses on three main areas: Prioritizing and sequencing work, executing work plans, implementing controls, and reporting activity results; and evaluating and providing feedback on performance. The course explains techniques for scheduling and controlling production and process operations. It also addresses the execution of quality initiatives and continuous improvement plans, as well as the control and handling of inventories. Finally, the course presents techniques for evaluating performance and collecting data for effective feedback.

*Prices shown are member prices, non-member prices are higher.*

Execution and Control of Operations Participants Guide, Stock #09128, \$85.00

CPIM Exam Content Manual, Stock # 09051, **\$23.40**

APICS Dictionary, Stock # 01102, **\$24.30**

Execution and Control of Operations Reprints, Stock #05009, \$29.95

Capacity Management, Stock #03601, \$33.58

Just-In-Time: Making it Happen, Stock #03114, \$42.35

Manufacturing Planning and Control Systems (5th ed.), Stock #03406, \$61.56

Quality Planning and Analysis (4th ed.), Stock #03606, \$121.50

Production and Inventory Management (2nd ed.) Stock #03501, \$100.06

### **Strategic Management of Resources (SMR) – 8-9 weeks**

Explore the relationship of existing and emerging processes and technologies to manufacturing strategy and supply chain-related functions. The course addresses three main topics: aligning resources with the strategic plan, configuring and integrating operating processes to support the strategic plan and implementing change.

Topics include Competitive Market Issues, Choices Affecting Facilities, Supply Chain, Information Technology, Organizational Design, Configuring and Integrating Internal Processes and Evaluating and Managing Projects.

*Prices shown are member prices, non-member prices are higher.*

SMR Participant Guide, Stock #09130, \$85.00

CPIM Exam Content Manual, Stock # 09051, **\$23.40**

APICS Dictionary, Stock # 01102, **\$24.30**

SMR Reprints, Stock #05011, \$29.25

Harvard Business Review SMR Readings, Stock #05015, \$48.75

Managerial Accounting (10th ed.) Stock #03471, \$109.69

Operations Strategy, Stock #03286, \$85.76

Project Management: A Managerial Approach (5th ed.), Stock #03488, \$87.74

### **CPIM Domestic Testing**

The following information pertains to testing in the United States, Canada, and Mexico. For information on CPIM exams administered internationally (outside the United States, Canada, and Mexico), visit the [CPIM International Testing](#) section.

### **Exam Registration Procedures**

Download the [CPIM Domestic Certification Bulletin](#) from the APICS website [www.APICS.org](http://www.APICS.org) for information on domestic (United States, Canada, and Mexico) CPIM exam modules and testing procedures.

### **Register for a CPIM exam**

To register for your next CPIM exam, visit the [Promissor Web](#) site or call Promissor Customer Care at 1-800-274-8399. If you have questions, you may wish to consult the [FAQ's](#).

### **CPIM Exam Registration Fees**

APICS members - \$110.00

Non-members - \$145.00

### **CPIM Exam Dates**

All five CPIM exams are administered by computer and offered throughout the year. Specific dates and hours of operation vary per site.

**Note:** A paper and pencil exam can also be schedule for a company or location that has at least 10 participants. Ask for details.

**A SUPPLY CHAIN SEMINAR FEATURING THE WORLD FAMOUS BEER GAME, A SUPPLY CHAIN SIMULATION IS COMING TO NEW BEDFORD APICS CHAPTER #!**

**Jay Forrester developed the Beer Game at MIT's Sloan business school in the early 1960's.** It is a simple yet realistic simulator of the supply chain and is still used today as a teaching tool for industrial dynamics. It has been played all over the world by thousands of people ranging from high school students to chief executive officers and government officials.

**Each participant plays a role in the production and distribution of a product, in this case "beer".** Their objective is to manage inventory to achieve optimal customer service at each of the supply chain nodes, which turns out to be a challenging task.

**Players gain a deeper appreciation of the supplier/customer relationship,** the importance of supply chain visibility, and the impact of lead times. Most significantly, they learn how their decisions have an impact on the supply chain as a whole.

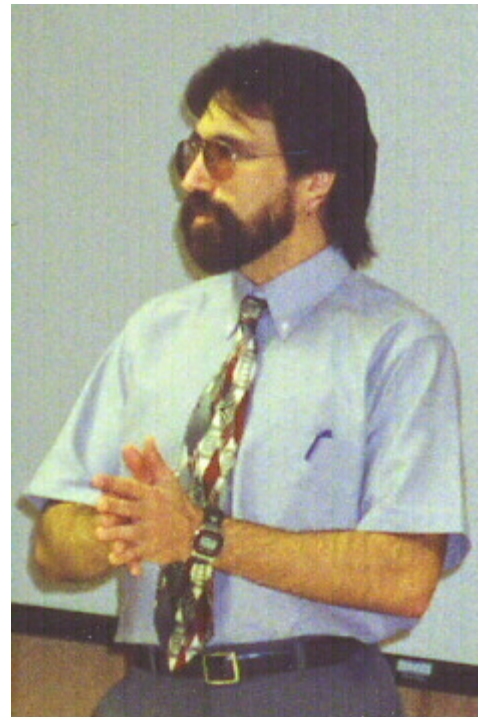
**JOIN THE FUN AND HELP MANAGE OUR BEER INVENTORY!!!**

Facilitator:

**Michael Ford is an independent business consultant with 20 years experience** in retail, distribution, manufacturing and training. His background includes hands-on experience as a warehouseman, shipping clerk, inventory control clerk, planner and buyer. Major projects include MRP implementation, physical inventory, cycle counting, needs analysis and warehouse layout.

**Ford has experience with the following environments:**

- Global Service Parts Distribution
- Printed Circuit Board Manufacturing
- Forklift Truck Manufacturing
- Automotive Supplier
- Pharmaceutical Processing
- Fiber Optics Assembly
- And others ranging from Engineer-to-Order to Make-to-Stock



**Ford combines technical knowledge with soft skills to develop unique "outside the box" solutions,** and is a committed "agent of change." Ford has a Bachelor of Industrial Engineering degree and has earned the APICS CFPI and CSCP, as well as the ASQ's CQA and CRE.

**TAKE THIS QUICK SUPPLY CHAIN QUIZ TO DETERMINE IF YOU SHOULD ATTEND THIS BEER GAME SEMINAR:**

1. Do you have any excess inventory?
2. And you somehow also have shortages?
3. Is forecast accuracy a concern?
4. Do your functional areas fly solo?
5. Would you like to manage beer inventory?

If you said “yes” to at least one, then this seminar is for you! For maximum benefit to your company, bring representatives of **sales, operations, purchasing AND UPPER MANAGEMENT!**

**DATE AND LOCATION:**

- White's in Westport, MA
- Thursday, November 9, 2006
- Please visit our website [www.apicsnewbedford.org](http://www.apicsnewbedford.org) for more information and registration details or send Mike Walsh an email at [MikewalshofQSG@aol.com](mailto:MikewalshofQSG@aol.com).
- Please register early!

**AGENDA:**

- 8:30 AM: Sign in and Continental
- 9:00 AM: The Beer Game
- Noon: Lunch
- 1:00 PM: Supply Chain Presentation  
Definitions, concepts, terminology, exercises)
- 3:45 PM: Summary and Q&A

**REGISTRATION FEE OF \$199.00 PER PERSON INCLUDES:**

- All instruction
- Lunch and breaks
- Workbook and handouts
- Certificate of completion

**PLEASE CONSIDER SENDING YOUR WHOLE SUPPLY CHAIN TEAM - PLEASE REGISTER EARLY!**

**The Beer Game is a supply chain simulation that promises to be both FUN and EDUCATIONAL!**



New Bedford Chapter #1

Do you know any company or individual that would wish to be an exhibitor or sponsor at Seminar 1? A company that would want to include literature in the handouts to attendees, or give samples of their product. If you do please contact Mike Walsh at:  
[mikewalshofgsg@aol.com](mailto:mikewalshofgsg@aol.com)

**Seminar 1**  
**Plan Now for 2007**

APRIL 22, 23, 24, 25

**DO NOT MISS THIS  
SEMINAR. [www.seminar1.org](http://www.seminar1.org)  
NOW!**

**EMAIL ADDRESS**

Could you please send your email address to [whpikejr@yahoo.com](mailto:whpikejr@yahoo.com) so that I can send the Newsletter to you by email and save the chapter the cost of the printing and mailing? If this is a problem we will continue to send a newsletter to those who cannot accept emails. Thank You.