

## The New Bedford Chapter #1

DECEMBER 2006

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

BILL PIKE, EDITOR



### President's Message

December, 2006

I saw an interesting quote the other day: **"WE are smarter than ME."** Just five words and yet they convey so much! These apply to every facet of our lives – personal and professional. Ever feel overwhelmed by a situation and not able to figure out what to do? Then others come in to help and you come out from under

and things get better? The power of **WE**.

Your New Bedford Chapter of APICS is celebrating its **50th** anniversary in 2007. To oversimplify it to death: a person needed some help from others because he realized that **WE** could make things a lot better than he alone. A group formed and, as they say, the rest is history! Keep your eyes and ears open for some great information coming soon about some of the celebration planned.

In this newsletter you will see a section on **Members**. This month we are recognizing all of you out there who are new to the chapter or have renewed your membership since July 2006 when this Program Year began. [By the way, roughly speaking we had around 50 members then and are now up to around 63!!] Each of you is the **WE** that makes up the chapter. My personal thanks to each and every one of you.

Speaking of membership, for a limited time we are offering one full **FREE** one year membership for any group of people that sign up together. The basic way it works is that if FIVE memberships are presented, the group only has to pay for FOUR. These are full, voting, professional memberships with all rights. Contact [Mike Walsh](mailto:mikewalsh@QSG.net) or [me z@zampelloandassociates.com](mailto:mez@zampelloandassociates.com) to process the memberships. I realize the holidays are in full swing for most of you so I won't go on much longer. Just a few last points .....

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### Editor's Note

This newsletter is dedicated to our members, now or in the past, and to thank all of the companies that have sponsored us. We would like to thank especially the founding companies of Acushnet Process, Aerovox, and Continental Screw Company. We welcome you to follow our chapters' history as we "Countdown to 50" years as APICS chapter #1.

If you know anyone who is not getting this newsletter and would like to receive it, please send the email address to me at [whpikejr@yahoo.com](mailto:whpikejr@yahoo.com) to get on the master chapter email list. As your Email addresses change, please advise me so as to update our chapter list.



## The New Bedford Chapter #1



### PRESIDENT'S MESSAGE (cont.)

1. Join me in thanks and appreciation to **Pam Borges** our VP of Finance who does a super job maintaining our books;
2. Join me in thanks and appreciation to **Dr. Laura Forker** our Academic Liaison who keeps interest in APICS alive and well at UMASS, Dartmouth;
3. Check out our events coming up in January and February – we run these as one of the benefits of your membership so take advantage;
4. Check out our education offerings; one of our newest is our condensed review courses;
5. Do have a **safe** and **happy holiday season**.

**- HAVE FUN!!!!!!!!!!!!!!!**

**Z**

PS....Come by and see us sometime! Our 2007 PDM schedule is posted and we will be raffling one free Seminar 1 registration at each of our next four professional development meetings. See you in January!!



**DO NOT MISS THIS CONFERENCE - [www.seminar1.org](http://www.seminar1.org)**

Do you know any company or individual that would wish to be an exhibitor or sponsor at Seminar 1? Perhaps you know of a company that would want to include literature in the handouts to attendees, or give samples of their product. Please contact Mike Walsh at: [mikewalshofQSG@aol.com](mailto:mikewalshofQSG@aol.com) for more information.

### MEMBERSHIP

We wish to thank the following members for either renewing their membership or becoming new members of APICS and the New Bedford Chapter (7/1/06 – 12/1/06). These motivated professionals have demonstrated their support for our Association and commitment to continued learning, and helping each other to do a better job for their employers.

- Joe Almeida**
- Wayne Bellemare**
- Rosemarie Bernard**
- Patricia Chase**
- Oliver Cardoso**
- Allison Claudio**
- Michelle Devereaux**
- Andrew Donovan**
- Gary Finocchi**
- Thomas Hogan**
- Mary Ann Jablonski**
- Lee Kissinger**
- David Landolina**
- Jeff Livsey**
- Elaine Roberts**
- Alden Pierce**
- Daniel Steiblin**
- William St George**
- Jonathan Sterns**
- Lawrence Travers**
- James Turner**
- Laura Forker**
- Peter Vacchi**

**Happy Holidays!**

**PROGRAMS**

Mark your 2007 calendars now so that you do not miss our Professional Dinner Meetings.



**January 17, 2007 Wednesday**

**Customer Relationship Management  
"Hello, Hello Is There Anyone Out  
There"**

**Daniel A. Marino, CPIM  
Marino Associates, LLC**

Many companies who begin to embrace Customer Relationship Management often have no one single strategy. They are pushed into CRM by a compelling Business problem or by a series of customer relationship issues. This presentation will look at how to access your current organizations CRM readiness and outline the information required affecting the appropriate CRM change. This presentation will look at Implementation strategies and a modular approach rather than a "big bang".



**DANIEL A. MARINO, CPIM**

Dan Marino is a Senior Partner of Marino Associates, LLC; Mr. Marino has more than twenty-five years in materials and manufacturing with experience in ERP, Lean/Agile Manufacturing process JIT, MRP II, Capacity Planning, Supply Chain Management, and Global Procurement. Dan has experience with SAP's R3, Oracle, Microsoft

Navision, and other state of the art ERP systems. He has managed and completed many successful implementations of Lean Manufacturing and Supply Chain Management. Dan has a degree in Business Management and Industrial Engineering. He is a Certified Instructor for Boston University in their Lean Certification program. Dan has managed the efforts of three acquisitions, two in the US and one in Europe. His expertise in facility layout and product flow, Kaizen Blitz, and Value Mapping, allowed for the consolidation of plants and major improvements in material flow and logistics. He is a frequent speaker and educator on the local, national and international level.

**Registration and Networking**

5:30 – 6:00 PM

**Presentation**

6:00 – 7:00 PM

**Supper**

7:00 – 8:30 PM

**Location**

White's, Westport or TBD

**NOTE:** To register for the January Professional Development Meeting (PDM) or any future New Bedford PDM or Seminar, please go to the web site and click next PDM, this will give you the link to register.

**Upcoming PDM's**

**February, 2007**

Speaker – Karen Hvizda

Topic – Essential Customer Service Skills

Where? – Holiday Inn, Mansfield, MA

**March, 2007**

Speaker – Bob McInturff, CPIM

Topic – Student Night; Employment Opportunities

Where? – UMASS Dartmouth, MA

**April, 2007**

Speaker – Robert Abair, CPIM

Topic – PLANT TOUR - Titlest

Where? – Acushnet, MA

**May, 2007**

Speaker – Michael T. Walsh, CPIM

Topic – A Lean Attitude for the Lean Organization

Where? – White's, Westport. MA

**June, 2007**

Speaker – Quinn Golden, APICS VP, Region 1

Topic – BOD Installation / Fun event  
Where? - White's, Westport. MA



## The New Bedford Chapter #1



### EDUCATION

#### CPIM (Accelerated Examination Preparation)

- Perhaps you are a current student and feel that a little extra help is appropriate
- Perhaps you are a former student that has attended CPIM certification review modules, but haven't yet taken the APICS certification exam.
- Perhaps you took the exam with less than desired results.
- Perhaps you have self studied and want to get a little reassurance before registering for the exam.

If any of the above situations described above fits you or a colleague, please contact me, Mike Walsh ([MikewaslofQSG@aol.com](mailto:MikewaslofQSG@aol.com)) to discuss and register.

We will provide the Instructor(s) and Exam Prep materials.

You must have the appropriate workbook; have had previously attended a review class and be prepared for a very accelerated pace.

**IMPORTANT** reminder is that we are not reviewing workbooks page by page, but aggressively preparing you for a CPIM exam with study materials only.

- The cost is set at **\$189.00** per student and does include a payment voucher to be used for certification exam registration.
- Each module AEP class will be 4 hours in duration.
- Classes will be held at the UMASS Dartmouth campus

January 2007 -	BSCM, Basics of Supply Chain Management
February 2007 -	MPR, Master Planning of Resources
March 2007 -	DSP, Detailed Schedules and Planning
April 2007 -	ECO, Execution and Control of Operations
May 2007 -	SMR, Strategic Management of Resources

**NOTE:** CPIM review modules and Workshops conducted by the New Bedford Chapter need hosting company sites. If you or your company would like to host In-House education or sponsor a public CPIM certification review class, please contact me, as convenient. We applaud Group Athletica, LLC / Reebok.

#### CPIM SCHEDULE

##### MPR

Reebok, Mattapoisett, MA  
Friday, January 12, 2007

##### ECO

Location TBD  
Monday, January 15, 2007

##### DSP

Reebok, Mattapoisett, MA  
Friday, April 4, 2007



##### SMR

Location TBD  
Monday, April 2, 2007

##### BSCM

UMass, Dartmouth, MA  
Saturday, April 7, 2007

**CSCP** exam preparation is being planned as a joint effort with the Providence Chapter. Details to follow.



## The New Bedford Chapter #1



### **EDUCATION - SEMINARS**

#### **The Beer Game is returning to New Bedford, APICS Chapter #1**

##### **About the Seminar:**

**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!**

**Location:** White's in Westport, MA  
**Date:** TBD – Currently, we are looking at conducting this workshop in late January or early February.

##### **Agenda:**

8:30 AM: Registration and Continental Breakfast  
9:00 AM: The Beer Game  
Noon: Lunch  
1:00 PM: Supply Chain Presentation  
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

### **SCHEDULED WORKSHOPS for 2007**

#### **January 2007**

##### **Introduction to Inventory Management**

Workshop Leaders: Mike Walsh and Tony Zampello

#### **February 2007**

##### **Introduction to MRP and BOM**

Workshop Leaders: Mike Walsh and Tony Zampello

##### **The Beer Game**

Workshop Leaders: Mike Ford

#### **March 2007**

##### **Cycle Counting**

Workshop Leaders: Mike Walsh and Tony Zampello

#### **April 2007**

##### **Executive Sales and Operations Planning**

Workshop Leader: Bob Stahl

##### **Physical Inventory**

Workshop Leaders: Mike Walsh and Tony Zampello

#### **May 2007**

##### **Distribution Inventory**

Workshop Leaders: Mike Walsh and Tony Zampello





## The New Bedford Chapter #1



Compiled by Mike Walsh and Al Sylvia

APICS - The Association for Operations Management is the global leader and premier source of the body of knowledge in operations management, including production, inventory, supply chain, materials management, purchasing, and logistics. Since 1957, individuals and companies have relied on APICS for its superior training, internationally recognized certifications, comprehensive resources, and worldwide network of accomplished industry professionals.

### Dedication

Our celebration is dedicated to the 27 founding fathers, with special accolades to **Isidore Eisner** (Production Manager for **Aerovox Corporation**), **Elliott Carruth** of **Acushnet Process Company** and **Edmund Currier** of the **Continental Screw Company** for being instrumental in the formation of the American Production and Inventory Control Society (APICS) in **October 1957**.

In 1958, by successfully obtaining financial aid from IBM, the above practitioners spearheaded the formation of APICS. In the years that followed, APICS continued to grow and prosper as one of the fastest growing professional societies in America, with “**Education**” as its theme. In addition to our origin, our dedication continues to honor the memories, hard work, time, effort, and personal sacrifice of all the volunteers that have served this chapter for 50 years.

## APICS and Chapter # 1 will soon be 50

Commencing with this newsletter and for a total of ten months, we will publish the names of the New Bedford Chapter Past Presidents in a block of five years and each month we will also feature a member company which has sponsored and supported the New Bedford Chapter along the way.

For 50 years, APICS has empowered members and non-members to reach their career goals and help businesses improve productivity and efficiency through superior education and training, internationally recognized certifications, and comprehensive resources for operations management professionals.

From its humble beginning in 1957, with just over 100 members, to membership of nearly 70,000 at one time, APICS has been the leading provider of manufacturing education. The concept of an organization dedicated to the improvement of Production and Inventory Control techniques, however originated in October 1953 when manufacturing managers in the greater New Bedford, MA area came together to form the New Bedford Production and Inventory Control Association (NBPICA.).

Over the next four years, the association sponsored monthly meetings which featured speakers and round table discussions in 1957; three production managers who belonged to the Association – **Elliott Carruth, Edmund Currier and Isidore (Izzy) Eisner** – attended the National Institute of Management seminar in Cleveland, Ohio, directed by Nyles V. Reinfeld.

During an informal session at the seminar, it was determined that there was a need for a national educational society. A meeting was scheduled to explore this possibility and 35 persons were invited with 27 attending. At this meeting, APICS was formed and Ron Maddox was named as President.

In 1958, the three practitioners who “spearheaded” the formation of APICS sought financial aid for the society. After sharing thoughts, ideas and goals for APICS with officials from IBM, the company donated \$5000.00, with a similar donation the next year.

During the following years, APICS continued to grow and prosper. In 1962, Izzy Eisner, VP of Membership and Development (in an effort to increase membership) coined the phrase “62 chapters in 62.” After countless phone calls and letters (no Email in those days), the 62 chapters happened. APICS was on the map.

In 1963, APICS became an International Society with Izzy Eisner as its President. Its international scope was firmly established in 1964 when Canada joined APICS.

### New Bedford – APICS Chapter #1 PAST PRESIDENTS

1957 – 1958	<b>Elliot Carruth</b> Acushnet Process
1958 – 1959	<b>Edmond Currier</b> Continental Screw
1959 – 1960	<b>Carroll Miller</b> Acushnet Process
1960 – 1961	<b>Leigh Kingsford</b> Acushnet Process
1961 – 1962	<b>David Cabot</b> Acushnet Process



## The New Bedford Chapter #1

### Some Historical Perspective

The New Bedford Chapter is proud and very pleased to recognize the **Acushnet Process Company** – one of the founding companies of APICS and the New Bedford Chapter. In 1994, the company split to become two different companies; both still support APICS and the New Bedford Chapter - they are **Precix** and **Titleist World Wide**.

Philip E. "Skipper" Young, an innovative engineering graduate from the Massachusetts Institute of Technology, founds Acushnet Process Company along with two college friends.

**1914** - Skipper Young develops process to reuse unvulcanized rubber waste and scraps. Soon all rubber companies in Akron, Ohio are sending their rubber scraps to Acushnet and buying the processed materials back.

**W.W.I Armistice** - Acushnet Process becomes largest source of reclaimed uncured rubber in the business.

**1921** - Rubber prices drop from \$3.05 per pound to \$.03 per pound due to farming of rubber trees and improved technologies.

**1922-25** - Skipper and engineering staff develop new ways to use molded rubber: Toys, teddy bears, boats, hot water bottles, enema bags, bathing shoes and caps. **1929** - After a really bad day of golf, Skipper Young x-rays golf balls to see if core is really centered. X-rays show most ball cores way off center. Skipper decides he can make a better golf ball.

**1930** - Skipper invents patented cross-winding machine which uniformly winds rubber string around a core. Titleist golf ball is born.

**1935** - Skipper is determined to improve gas masks used by troops in Europe. In 30 days, he designs and produces a mold and wins government contract. Meanwhile, Skipper's two-headed golf ball driving machine is wowing golf crowd by demonstrating the benefits of the dead centered Titleist golf balls.

**1938** - Acushnet Process becomes sole source for U.S. and Allied Forces for molded gas masks. Pratt and Whitney, among others, turn to Acushnet Process for o-rings. Acushnet Process and Harvard Medical School develops oxygen control

system and masks for pilots. Acushnet Process's A-10 oxygen masks were the only one used by Allies. Golf ball business shuts down...replaced by torpedo gaskets, o-rings, oxygen mask components.

Acushnet Process Company awarded unprecedented 5 Army/Navy E Awards.

**1945** - Peace...and panic. Acushnet goes back to bathing caps, shoes, toys, hot water bottles, etc. Soon rubber sources are released and golf balls are back in production.

**1964** - Acushnet Process Company becomes Acushnet Company, Inc.

**1976** - Acushnet Company, Inc. bought by American Brands.

**1994** - Management team purchases Acushnet Rubber Division from American Brands. Acushnet Rubber is born.

**1995** - Acushnet Rubber certified ISO9001.

**1996** - Acushnet Rubber certified QS9000 and ISO14001.

**1997** - Hillside Capital Incorporated invests in Acushnet Rubber Company, Inc.

**1997** -- Acushnet Rubber becomes first manufacturer in the world to earn QS9000, ISO9001 and ISO14001.

**1997** - New products are introduced, expanding Acushnet Rubber into the recreational industries.

**1997** - Acushnet goes from 700 employees to over 1,000 employees.

**1999** - Acushnet Rubber aims to win Massachusetts Quality Award. Focused on expanding into the European Common Market.

**2000** - ARC names Mike Walther as new President and CEO to replace retired James G. DeMello. Appointed by ARC majority owner, Hillside Capital Incorporated, Mr. Walther brings extensive management and lean manufacturing expertise to ARC. The company also benefits from his experience in aerospace and numerous other manufacturing industries. Mr. Walther's experience includes design engineering, industrial engineering, purchasing, and production/inventory control.

**2000** - Acushnet Rubber re-defines company mission with trademarked company tag line, "*Connected to your needs. Committed to your success.™*"

**2000** - Kaizen events and other lean manufacturing initiatives are introduced throughout the company, positively



affecting all aspects of customer service and manufacturing. Six Sigma Quality and 5S standards are adopted.

**2000** - Acushnet Rubber is nationally recognized for superior environmental performance and named one of the first charter members of the U.S.

Environmental Protection Agency's new National Environmental Achievement Track program. The National Environmental Achievement Track program recognizes and rewards facilities that have demonstrated a commitment to superior environmental performance.

**2001** - ARC continues developing select global marketing partners.

- BWD Automotive, lead by Mr. Wolfgang H. Kratz, General Manager, is chosen as ARC's Sales/Technical representative for continental Europe.

- RIOTEC of Brazil is named distributor of ARC o-rings and elastomeric components in Brazil. RIOTEC will also call on OEM accounts. **2001** - ARC is AS9100 Aerospace Basic Quality System Standard compliant.

**2001** - ARC embarks on innovative business strategy to transform the company into a focused o-ring, seal ring and specialty fuel seal manufacturer servicing primarily the automotive/transportation, aerospace and chemical processing industries.

**2002** - Acushnet Rubber Company, Inc. announces that as of June 1st, 2002, it will begin to operate under the name Precix@Inc.(pronounced "precise") as part of its continuing strategy of focusing on its core business of high performance o-rings, seal rings and custom elastomer solutions for the automotive, aerospace and chemical processing industries. There is no change in the company's ownership or legal structure and it remains part of Brookside International.

**2003** - Precix upgrades ISO certification to ISO9001:2000. Upgrade to TS certification is planned for 2004.

**2003** - Company growth is fueled by 30% sales growth in Europe and by the addition of several key automotive and aerospace compounds, such as a conductive FKM (F87); VW and BMW specification compounds; and Rolls Royce specification. (AS43013) FKM as well as M83485/1 (MIL GLT).



## The New Bedford Chapter #1

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