

The Boston Beacon

APICS Boston Chapter #10
www.bostonapics.org

Issue: September, 2005

Editor: Zuby Singh

President's Corner

The Boston Chapter is off to a flying start! Get out your calendar and pen now and reserve your time so you don't miss our five PDMs, two tours, and eleven modules of CPIM and CIRM certification courses! Sign up to receive up-to-the minute job postings in your field from our job bank. And of course, sign up for chapter announcements on the website, also. Go to www.bostonapics.org for details and updates.

Boston Chapter membership enables you and your company to create high-value jobs and unprecedented career growth. Our integral program of education, programs, tours, and resources will help you and your company get more value from operations - guaranteed. Become a member today - it's simple, just go to our website.

As usual, contact me with any and all ideas. Your ideas count and we will act on them. I'm at djacoby@bostonlogistics.com, 781-283-5788. We appreciate you!

Sincerely,
David Jacoby

Newsletter Schedule and Submission

If you have any news/articles to share, submission deadline for the next newsletter print is: December 5, 2005

All members are encouraged to submit articles of interest, event news, scheduled events, questions, suggestions, or anything else. Send all submissions to Publicity@bostonapics.org

"The mission of the Boston Chapter of APICS is to be the premier provider of quality education that promotes the effective use of resources and the achievement of operational excellence by companies and organizations in the manufacturing, service and public sectors, within both our immediate and extended reach."

We certainly recognize and applaud the key role that each of you play in fulfilling our mission!

Thanks for your continued support and, as always, welcome all comments and suggestions!

Upcoming Professional Development Meetings (PDM)

Tuesday September 13, 2005

Using Rail to alleviate LA / Long Beach port congestion
Speaker: **Tom Plowman** of BNSF
A collaborative Event with AST&L

@ Boston Marriott, Newton
2345 Commonwealth Avenue
Newton, Massachusetts 02466
6 - 8 pm

Pre-registration Cost \$25, \$35 day of event

Tuesday, October 11, 2005

High-Impact Strategic Sourcing
Speaker: **David Jacoby** of Boston Logistics Group

@ Best Western, Waltham

6:00pm - 6:45pm: Registration/Networking
6:45pm - 7:30pm: Dinner
7:30pm - 9:00pm: Presentation and Q&A

Member rate: \$15, non-member rate \$20
To reserve your place, please register in advance by
Call: (781) 395-8808, FAX (781) 393-4324,
e-mail PDM@bostonapics.org

Please include your name, whether APICS member or not, and your phone number if we need to reach you before the meeting.

TRAINING AND PROFESSIONAL DEVELOPMENT

FALL 2005 PDM Details

Tuesday September 13, 2005

Using Rail to Alleviate LA/Long Beach Port Congestion and Capacity Issues

Speaker: **Tom Plowman** of BNSF; A collaborative Event with AST&L

@ Boston Marriott Newton

2345 Commonwealth Avenue, Newton, Massachusetts 02466

Mark your calendars for the first topic in a series to be presented by the AST&L Boston Chapter. Join us for a full dinner while overlooking the Charles River.

Tom Plowman of BNSF will discuss how retailers and their customers are benefiting from intermodal carrier partnerships. Attendees will learn how intermodal alternatives are increasing capacity for growth and alleviating LA/Long Beach port congestion. Additionally, Mr. Plowman will reveal benefits of intermodal usage, such as averting volatile fuel prices, rising insurance costs and driver shortages while ensuring time-definite deliveries. Learn about:

- Import growth and relative US/Canada/Mexico port size
- Intermodal options (East and West coast alternatives) that meet service needs while delivering the best value for your transportation dollar.
- How carriers use intermodal to manage growth and keep operating expenses in check.
- How to integrate intermodal into your supply chain.

For questions regarding the Boston Chapter, please contact a board member:

Tuesday, October 11, 2005

High-Impact Strategic Sourcing

Speaker: **David Jacoby** of Boston Logistics Group

@ Best Western, Waltham

Mr. Jacoby will present the findings of Boston Logistics Group's 2005 State of Strategic Sourcing study. The study, the first of its kind to quantify the benefits of alternative strategic sourcing approaches, explains how leading companies successfully implement global sourcing, partnering, and centralized purchasing, and explains why popular misconceptions lead most companies to waste precious resources and engage in counter-productive sourcing. The session will help anyone with supply management responsibilities decide how to allocate limited manpower and budget to get the most from supplier relationships.

About the speaker:

Boston Logistics Group helps manufacturers and their logistics partners develop globally competitive supply networks by implementing strategic sourcing, logistics optimization, and education & training initiatives. He is the President of Boston APICS, a Past President of CSCMP's New England Roundtable, and a member of the Institute for Supply Management (ISM). He teaches operations management at Boston University and holds numerous certifications, including C.P.M., CPIM, CIRM, and CTL. Mr. Jacoby's work regularly appears in Purchasing Magazine, Inside Supply Management, APICS Magazine, and The Economist. Previously he was with A.T. Kearney, where he helped build the Strategic Sourcing, Logistics, and Transportation practices. While there, he was based in Brazil, Hong Kong, and France, where he ran a benchmarking Center of Excellence, and he conducted project work in many other countries as part of an International Development program. Before joining A.T. Kearney, David consulted to container shipping lines in the Maritime and International Trade Group at TBS and to the World Bank in Tunisia. He holds an MBA and a Masters in International Business from the Wharton School.

Board of Directors' Meetings

The Board of Directors meets monthly. Any member is welcome to attend -- whether just curious or possibly interested in joining the board! Please contact any one of the Board members (listed below) before the meeting. Please email suggested agenda topics to President@bostonapics.org.

Next Meeting: September 28, 2005, 6:30 pm – 8:00 pm
Polaroid Building #2 (W2), Room 2247, Waltham, Phone: 781-386-3881

FALL 2005 CPIM REVIEW CLASSES

The following CPIM classes will be offered for the fall session. Classes will start the week of September 19th and will run for 8-10 weeks. The locations (currently Polaroid, Waltham) and the Instructors of each class will be determined and posted on the website ASAP. Note: We are always looking for additional company sites to host the CPIM classes, as well as, the Inventory Management and Lean Series Workshops.

BASICS OF SUPPLY CHAIN MANAGEMENT

DATES: **MONDAYS**, starting 9/19/05 - meets 10 weeks.

TIME: 5:30 to 8:00 PM

LOCATION: Polaroid, Building W3, Waltham, MA

Course Description:

Explore the basic concepts of managing the flow of materials in a supply chain. In the Basics 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, Capacity Management.

OR (choose only one for Monday)

STRATEGIC MANAGEMENT OF RESOURCES

DATES: **MONDAYS** starting 9/19/05 - meets 9 weeks

TIME: 5:30 to 8:00 PM

LOCATION: Polaroid, Building W3, Waltham, MA

Course Description:

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, and Organizational Design, Configuring and Integrating Internal Processes, Evaluating and Managing Projects.

DETAILED SCHEDULING AND PLANNING

DATES: **WEDNESDAYS** starting 9/20/05- meets 9 weeks.

TIME: 5:30 to 8:00 PM

LOCATION: Polaroid, Building W3, Waltham, MA

Course Description:

Candidates focus on the various techniques for material and capacity scheduling. The course includes detailed descriptions of material requirements planning (MRP), capacity requirements planning (CRP), inventory management practices, and procurement and supplier training.

Topics include:

Planning material to support the Master Schedule, Recognizing techniques and practices of Inventory Management, Identifying information used in the material planning process, Identifying the desirable characteristics of Detailed Material Planning, Mechanics of the detailed material planning process, Maintaining validity of the Material Plan, Interactions with other systems.

MASTER PLANNING OF RESOURCES

DATES: **WEDNESDAYS** starting 9/21/05- meets 9 weeks.

TIME: 5:30 to 8:00 PM

LOCATION: Polaroid, Building W3, Waltham, MA

Course Description:

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.

EXECUTION AND CONTROL OF OPERATIONS

DATES: **THURSDAYS** starting 9/22/05 - meets 9 weeks

TIME: 5:30 to 8:00 PM

LOCATION: Polaroid, Building W3, Waltham, MA

Course Description:

Focus on the areas of prioritizing and sequencing work, executing work plans and implementing controls, reporting activity results, and providing feedback on performance. The course explains techniques for scheduling and controlling production processes, the execution of quality initiatives and continuous improvement plans, and the control and handling of inventories. Topics include, Prioritizing and Sequencing Work, Executing Plans and Implementing Controls, Authorizing and Reporting Activities for Push and Pull Systems, Evaluating Performance and Providing Feedback.

CPIM CLASS REGISTRATION FORM - FALL 2005

NAME _____
COMPANY _____
ADDRESS _____

PHONE (home) _____
PHONE (Work) _____
Email Address _____

APICS MEMBER? Yes ___ No ___ Chapter Affiliation _____ Membership Number _____

Please enroll me in
 Basics of Supply Chain Management
 Master Planning of Resources
 Detailed Scheduling and Planning
 Execution and Control of Operations
 Strategic Management of Resources

CPIM Review Classes - Cost

CPIM course fees are **\$460/** members (*class registration and exam voucher*), **\$620/** non-members (*class registration and exam voucher*), Payable PRIOR TO THE START OF CLASS. Mail course payment (NO PURCHASE ORDERS PLEASE) To: Boston Chapter APICS, PO 1001, West Yarmouth, MA 02673

If you are interested in registering for one of these classes, please contact Mike Walsh, CPIM, VP Education, at 508-775-5479, or MikeWalsh@QSG.net as soon as possible to reserve your seat in the class. (Minimum class size is five students.)

Forty-five IDS Employees Graduate from CPIM Program

By: **IDS Communications** Copyright © 2003-2005 Raytheon Company

July 19, 2005

In a breakfast ceremony held recently at the Integrated Air Defense Center in Andover, Mass., 45 members of the Integrated Defense Systems (IDS) team representing Integrated Supply Chain, Operations, Finance and Information Technology received certificates for completing the Merrimack College Certificate in Production and Inventory Management Program (CPIM). This two-year program encompassed more than 100 hours of classroom training in the basics of Supply Chain Management; Master Planning; Scheduling; Execution and Control; and Strategic Management.

APICS, or the Association for Production and Inventory Control Systems Management, is a global leader and a premier source of knowledge in operations management areas that include production, inventory, supply chain, materials management, purchasing and logistics. In conjunction with Raytheon's Center for Continuous Learning and Merrimack College, the APICS program provides opportunities for employees to expand their materials management backgrounds, while at the same time enhancing the company's position and capabilities in providing world-class material operation solutions.

On hand to say a few words, congratulate the students on their hard work, and hand out the certificates were Raytheon's Ken Veducchio, director of Development and Manufacturing; Chris Ross, director, Integrated Material Acquisition and Product Management; Scot Landies, director Human Resources; and Larry Partyka, manager of the Center for Continuous Learning. Also attending were Merrimack College's Rich Benedetto, director of Professional and Executive Education, and Brian O'Connor, president of SCM Solutions Consulting.

Congratulations to Doug Allard, Tom Antone, Laura Barbetta, Dave Beauregard, Steve Bisson, Nina Boucher, Bob Buck, Tom Burgess, Nancy Campbell, Joel Charek, Rene Cheung, Dana Coccozziello, Scott Corcoran, Rich Cozzens, Russ Cunningham, Randy Cushman, Dik Dagavarian, Tony Damplo, Rich Digiandomenico, Dave Dinatale, Sal Disessa, Brian Donahue, Joanne Galvin, Mike Gosselin, Kevin Griffin, Esmeralda Guzman, Dan Hoffman, Dina Kirchner, Steve Klemarczyk, Jeanne Lamarre, Bob Mairs, Ellsworth May, Tom Najem, Tony Pappalardo, Steve Rembis, Rob Riddle, Jane Riley, Kim Scanzillo, Mark Sheldon, Mike Stangas, Mark Traficante, Andrew Verocchi, Mike Vellani, Craig Walker and Jean Zaremba.



Spring Professional Development Meeting (PDM) Schedule

Mark your calendar for these upcoming exciting Professional Development Meetings.

DATE	SPEAKER	TOPIC
January 18, 2006	Jim Curry	Simulation Modeling in Lean Programs
February 15, 2006	Henry Bergassi, CPM, EMC Corporation	Impact of Sourcing Strategies on Availability and the Total Cost of Ownership
Wednesday, April 12, 2006		Top Management Night
1/16/2006	2006 Education	Spring 2006 CPIM Classes begin

Stay tuned for more details and watch out for Emails and Postcard Reminders prior to the event!

Johnson & Johnson Plant Tour, starts at 6.00 pm Wednesday, November 9, 2005

DePuy Inc., develops and markets products under the DePuy Orthopaedics, Inc., DePuy Spine, Inc., Codman & Shurtleff, Inc., and DePuy Mitek divisions.

DePuy Orthopaedics, Inc., provides products for reconstructing damaged or diseased joints, and for repairing and reconstructing traumatic skeletal injuries; DePuy Spine, Inc., develops, manufactures and markets innovative solutions for a wide range of spinal pathologies and recently introduced CHARITÉ(tm), the first artificial spinal disc. Codman & Shurtleff, Inc., provides products for the surgical treatment of neurological and central nervous system disorders through products such as hydrocephalic shunt valve systems, implantable drug pumps and micro-surgical instrumentation. DePuy Mitek offers innovative devices in sports medicine for the treatment of soft tissue injuries.

The plant tour will be in the Raynham MA facility and limited to 20 people who are not associated with competing organizations in any way.

Job Bank
See "Employment Opportunities" at: www.bostonapics.org

We have added a rich selection of Jobs in our Job Bank. This is an **exclusive benefit** for Boston Chapter Members only. We've provided new detailed sign-in instructions. Come take a look.

Article submitted by
David Rivers, Director of Education

SMART Goal Setting: The Basics

Before you read this, I encourage you to jot down one or two of the goals you have wanted to reach but haven't quite accomplished. Select the simplest (or most meaningful) one, and **evaluate** using the **SMART** process.

S = Specific
M = Measurable
A = Attainable
R = Realistic
T = Timely

When done, convert your goal to a SMART goal, and make it happen!

Specific

Goals should be straightforward and emphasize what you want to happen. Specifics help us to **focus our efforts** and **clearly define what we are going to do**.

Specific is the What, Why, and How of the SMART model.

WHAT are you going to do? Use action words such as direct, organize, coordinate, lead, develop, plan, build etc.

WHY is this important to do at this time? What do you want to ultimately accomplish?

HOW are you going to do it?

Ensure the goals you set are very **specific, clear and easy**. Instead of setting a goal to lose weight or be healthier, set a specific goal to lose 2cm off your waistline or to walk 5 miles at an aerobically challenging pace.

Measurable

If you can't measure it, you can't manage it. In the broadest sense, the whole goal statement is a measure for the project; if the goal is accomplished, we have a success. However, there are usually several short-term or small measurements that can be built into the goal.

Choose a goal with measurable progress, **so you can see the changes occur**. How will you see when you reach your goal? Be specific! "I want to read at least one classic novel prior to my next birthday" shows the specific target to be measured. "I want to upgrade the books I read" is not as measurable.

Establish concrete criteria for measuring progress toward the attainment of each goal you set. When you measure your progress, you stay on track, reach your target dates, and experience the satisfaction of achievement that spurs you on to continued effort required to complete your goals.

Attainable

When you identify goals that are most important to you, you begin to figure out ways you can make them come true. You develop attitudes, abilities, skills, and financial capacity to reach them. You begin seeing previously overlooked **opportunities** to bring yourself closer to the achievement of your goals.

Goals you set which are too far out of your reach, you probably won't commit to doing. Although you may start with the best of intentions, the knowledge that it's too much for you means your subconscious will keep reminding you of this fact and will stop you from even giving it your best.

A goal needs to stretch you slightly so you feel you can do it and it will need a real commitment from you. For instance, if you aim to lose 20lbs, we all know that isn't achievable in the short term. But setting and achieving a goal to loose 1lb in week one should empower you to lose another, and will keep it achievable for you.

The feeling of success, which this brings, helps you to remain motivated.

Realistic

This is not a synonym for "easy." Realistic, in this case, means "**do-able.**" It means that the learning curve is not a vertical slope; that the skills needed to do the work are available; that the project fits with the overall strategy and goals of the organization. A realistic project may push the skills and knowledge of the people working on it but it shouldn't break them.

Devise a plan or a way of getting there which makes the goal realistic. The goal needs to be realistic for you and where you are at the moment. A goal of never again eating sweets, cakes, crisps and chocolate may not be realistic for someone who really enjoys these foods.

For instance, it may be more realistic to set a goal of eating a piece of fruit each day instead of one sweet item. You can then choose to work towards reducing the amount of sweet products gradually as and when this feels realistic for you.

Be sure to set goals that you can attain with some effort! Too difficult and you set the stage for failure, but too low sends the message that you aren't very capable. **Set the bar high enough for a satisfying achievement!**

Timely

Set a timeframe for the goal: for next week, or in three months, stay near term, but be specific. Putting an end point on your goal gives you a **clear target** to work towards.

If you don't set a time, the commitment is too vague. It tends not to happen because you feel you can start at any time. Without a time limit, there's no urgency to start taking action now.

Time must be measurable, attainable and realistic.

Everyone will benefit from goals and objectives if they are SMART. SMART, is the instrument to apply in setting your goals and objectives.

This anonymous article was originally prepared for Junior High and High School students. Surprisingly how applicable it is to all kinds of things at all levels.

Basics always matter!

2005-2006 Board of Director List

POSITION	NAME	CONTACT INFORMATION
OFFICERS		
President	David Jacoby, CPIM, CIRM	djacoby@bostonlogistics.com
Executive VP	Open	N/A
VP, Programs	Lars Anderson, CPIM, CIRM	landerson100@hotmail.com
VP, Education	Michael Walsh, CPIM	MikeWalshofQSG@aol.com
VP, Marketing (Company Coordinators)	Catherine Van Lancker, CPIM, MBA	cmtjgvl@rcn.com
VP, Administration (Secretary)	Michael Fricot	mjffricot@aol.com
VP, Finance (Treasurer)	Roger Small, CPM	smallr@polaroid.com
VP, Membership	Andy Vail, CPIM, CPM	vail_andrew@emc.com
VP, Publicity & Communications	Zuby Singh, MBA	zsingh@electricinsurance.com
DIRECTORS		
Director, Operations (Immediate Past President)	Walter Foster, CPIM	wafoster2000@yahoo.com
Director at Large (Education)	David Rivers, CFPIM, CIRM	DRivers2@DPYUS.JNJ.com
Director at Large (Student Chapter Relations & Communications)	Fredrick Augusta, CPIM	fcaugusta@comcast.net
Director, Programs (Tours)	Joanne Brennan, MBA	joanne_brennan@questnetx.org
Director, Finance (Asst. Treasurer)	Open	N/A
Director, Administration (Job Bank)	Jeff Boudreau, CPIM, CIRM	jk_boudreau@yahoo.com
Director at Large (Programs)	Steve Lynch	steve_c_lynch@raytheon.com
Director at Large (Marketing)	Donna Woodcome	d_woodcome@yahoo.com

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