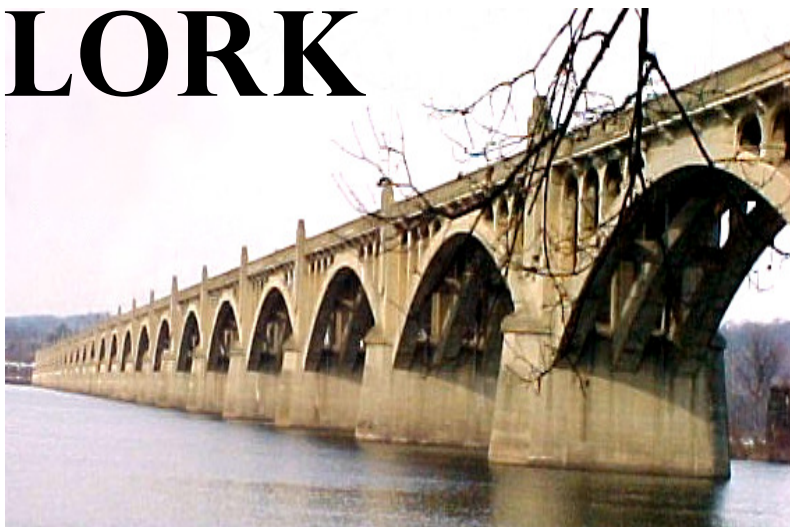


LANCASTER/YORK (LORK) CHAPTER OF APICS

2011 & 2012 TRAINING PROGRAM OFFERINGS

LORK



- This brochure contains the following information:
 - Certification Training Opportunities and why you should consider becoming certified
 - Materials and Operational Management training programs:
 - Lean Manufacturing
 - Inventory Management
 - Planning
 - Operations
 - General Management



Nothing can stop the man with the right mental attitude from achieving his goal; nothing on earth can help the man with the wrong mental attitude.

Thomas Jefferson

It must be remembered that the purpose of education is not to fill the minds of students with facts.... It is to teach them to think, if that is possible, and always to think for themselves.

Robert Hutchins

The significant problems we face cannot be solved at the same level of thinking we were at when we created them.

Albert Einstein



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APICS The Association for Operations Management Body of Knowledge Fact Sheet

APICS, the global leader and premier source of the body of knowledge in operations management, provides comprehensive education and training programs that significantly improve an individual's understanding of operations management practices, strategies, and concepts. The APICS body of knowledge consists of education, research, and standards developed by leading practitioners and academicians. Through regular expansion and refinement, the APICS body of knowledge offers the most expert, current, and relevant education to the growing operations management community.

Individuals seeking leading-edge solutions to increase their knowledge and advance their careers, and organizations interested in building a skilled, innovative, and productive workforce will benefit from APICS education—the standard for excellence in operations management.

Through the APICS body of knowledge, individuals:

Sharpen their skills and command of operations management by taking advantage of hands-on interactive training through APICS national workshops, online classes, Webinars, and local chapter certification review courses and workshops.



LANCASTER/YORK (LORK) CHAPTER OF APICS

Validate their knowledge and skill set in the field of operations management through internationally recognized certification programs, APICS Certified in Production and Inventory Management (CPIM) and APICS Certified Supply Chain Professional (CSCP). Education leading to certification is delivered using APICS' proprietary courseware and time-tested study materials, including the *APICS Dictionary*, the global standard for terms and definitions used in the field.

Gain insight and share experiences with peers and industry experts, locally and worldwide, through daily online community discussions, monthly chapter meetings, workshops, and the annual APICS International Conference and Exposition.

Keep abreast of industry developments through the award-winning *APICS Magazine*, local chapter newsletters, *APICS e-News*, and exclusive online resources such as news feeds, white papers, educational offerings, career listings, and virtual community interactions.

Through the APICS body of knowledge, employers:

Train their employees to be better prepared, more knowledgeable, more capable, more productive, and able to contribute to a successful bottom line.

Validate their employees' operations management knowledge through support of APICS certification.

Encourage and support their employees' participation in APICS to enhance their leadership skills and professional network, which leads to greater self-confidence and improved productivity.



CERTIFIED SUPPLY CHAIN PROFESSIONAL

WHO CAN BENEFIT FROM THE CSCP PROGRAM?

The CSCP designation is for professionals who are interested in increasing their knowledge and expertise in the field of supply chain management. This designation is **ideal for you** if you are:

- Interested in more depth of knowledge and understanding in the areas of supplier and customer relations, international trade, the use of information technology to enable the supply chain, and physical logistics
- A professional who is consulting or teaching supply chain functions
- Employed in the field of supply chain management
- Working with enterprise resource planning (ERP) systems
- An employer wanting to create a common standard of understanding, vocabulary, resources, and frameworks within your company to address your supply chain challenges and opportunities.

CSCP will help you advance your career while giving you the foundation to improve your company's competitive position and profitability.



CERTIFIED SUPPLY CHAIN PROFESSIONAL

Module 1: Supply Chain Management Fundamentals

- Understand how successful supply chain management adds value to your organization
- Learn how to develop a supply chain strategy that aligns with corporate strategy

Module 2: Building Competitive Operations, Planning, and Logistics

- Understand natural dynamics within the supply chain to optimize performance and profitability
- Evaluate the process constraints and choices within global logistics to establish a plan linked to overall strategy

Module 3: Managing Customer and Supplier Relationships

- Effectively use customer data to improve service performance and increase value to suppliers and customers
- Understand the strategic importance of purchasing and supplier relationships

Module 4: Using Information Technology to Enable Supply Chain Management

- Understand the innovative technologies enabling collaborative commerce and global visibility
- Apply technology to enhance performance of distribution, reverse logistics, and global supply chain communications



CERTIFIED PRODUCTION & INVENTORY MANAGEMENT

These courses provide training on optimizing inventory investment, delivering Just-in-Time products and services, streamlining operations through accurate forecasting, setting and achieving goals, managing all aspects of the supply chain, and maximizing ROI on systems and technologies. These courses are excellent preparation for employees seeking the APICS Certified in Production and Inventory Management designation.

Participant Profile

These courses are appropriate for professionals with experience in or academic knowledge of production and inventory management who would like to gain knowledge of standards, and those who wish to review the important concepts in preparation for the APICS CPIM exams.

Course Descriptions

Basics of Supply Chain Management

This course covers concepts in managing the complete flow of materials in a supply chain and provides a complete overview of material flow from internal and external suppliers to and from an organization. After completing the course, participants will understand the role, objectives, and responsibilities of materials management; be able to describe basic forecasting principles and techniques; understand the functions of production planning and master scheduling; and describe the objectives of capacity management and how it relates to priority planning.



CERTIFIED PRODUCTION & INVENTORY MANAGEMENT

Master Planning of Resources

Sales and operations planning processes used to develop production plans and identify and assess internal and external demand and forecasting requirements are explored in this course. Participants will focus on producing achievable master schedules that are consistent with business objectives; be able to explain the master planning model and key planning elements; identify customer service policies, techniques for communicating with customers, and measurements of forecast accuracy; and understand the concept of multilevel master scheduling.

Detailed Scheduling and Planning

This course focuses on techniques for material and capacity scheduling and includes detailed descriptions of material requirements planning (MRP), capacity requirements planning (CRP), inventory management practices, and procurement and supplier planning. Participants will learn to identify types of inventory and their impact on the planning process; describe order review methodologies, safety-stock processes, and effects of inventory on investment; and understand the concepts essential for supplier partnerships and product development.

Execution and Control of Operations

This course focuses 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.

Strategic Management of Resources

In this course, participants will 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.



MATERIALS & OPERATIONS MANAGEMENT

Materials and Operations Management education offers an exciting classroom-based, instructor-led educational opportunity for individuals new to materials and operations management — or professionals working in positions that interact with this field.

This program focuses on essential manufacturing terminology, skills, and principles for more effective planning, inventory control, material requirements planning, and strategic decision making.

Each of the four modules consist of twelve 3- hour sessions, including Performance Checks after each session, a mid-term and a final exam. The program is design for highly interactive sessions with additional exercises and class work required outside the classroom

Who should participate?

Professionals who are new to materials and operations management or need to understand how their job affects the production and on-time delivery of products to customers. Participants in this program are typically involved in one or more of the following areas: inventory control, planning, manufacturing control, and operations management. This program is also applicable to both middle and upper management.



MATERIALS & OPERATIONS MANAGEMENT

Inventory Control

This course focuses on essential vocabulary and skills in identifying and applying the basic principles of inventory management. Basic methods of planning and controlling inventory in manufacturing, institutional, distribution and retail environments are covered. The questions of what to stock are addressed through an examination of current and evolving technologies of inventory management.

Planning

This course introduces participants to the principles of effective planning. The course presents the concepts of planning at each level, from strategic to tactical. Participants work together to solve problems, develop plans, build teams, and present solutions.

Manufacturing Control

This course deals with priority and capacity management through the use of material requirements planning (MRP), capacity management, capacity requirements planning (CRP), production activity control (PAC), and Just-in-Time (JIT). This course explores the execution of the production plan and master production schedule, reactions to capacity constraints, and maintenance of individual order control.

Operations Management

This course is concerned with the design of systems to produce goods and services and the operation of those systems. It discusses relationships within the company environment, particularly with marketing and product design. Topics covered include facilities planning, total quality management (TQM), cost analysis, project planning, and operations resource management.



INVENTORY MANAGEMENT WORKSHOPS

The way we handle inventory today is more important than ever. Too often inventory is seen as a liability and not an asset. Properly handling this important asset is a crucial part of our ability to plan and execute effectively. We often find ourselves with too little or too much inventory or, worse yet, not having the RIGHT inventory.

This highly interactive series of five half-day workshops is geared toward helping you to develop and implement valuable techniques for managing this critical asset. Each workshop includes hands-on exercises and will provide participants with valuable information and tools to improve handling inventory within your organization. At the conclusion of this program, you'll be able to practically apply the strategies and techniques you learned within your own workplace!

Basics of Inventory Management: Topics include: Inventory Management Systems, Cost Associated with Inventory Systems, Quantitative Methods of Inventory Management, and MRP.

Cycle Counting: Topics include: What is Cycle Counting, Benefits of Cycle Counting, Requirements, Deciding What to Count and When, Reconciling Differences, and Reporting Results.



INVENTORY MANAGEMENT WORKSHOPS

Distribution Inventory Management: Topics include: The Distribution Network Model, Objectives of Distribution, Distribution Activities, Replenishment Methods, and Just-in-Time/Lean Trends.

MRP and Bills of Material: Topics include: What is MRP, Benefits of Using MRP, Requirements for MRP to work, Bills of Material, planning factors, assumptions we make, and the MRP Process.

Physical Inventory: Topics include: Preparing for and Conducting a Physical Inventory, Reconciling Differences, Reporting Results, and Physical Inventory Tricks, Traps, Problems, & Solutions.



Lean Enterprise Workshop Series

As today's competition continues to chip away at our market share, those companies who will survive will only do so through continuous improvement and the elimination of waste found in each of our environments. From the Retailer, Distributor, Manufacturer and Service Provider the key to success is in the identification of all non-value add actions that consume vast amounts of our valuable resources. Making sure we have the product/service available is key to customer satisfaction. Having product available at the:

Right Place	Right Time
Right Quality	Right Quantity

How to better utilize the available resources contained in your organization. How to improve your efficiency and effectiveness while reducing your cost. Finally how to achieve better profit margins through the elimination of waste found so often in each of our environments.

Who Should Attend:

All levels within your organization will benefit for attending this class. For those who are new to the concepts or merely looking for a refresher each person will walk away with something. Executive level managers seeking to enhance their understanding of Just-in-Time will also benefit from this workshop. You will be provided with an excellent platform to implement or enhance an existing lean/JIT operations process.

**These workshops are best suited for on-site training.
Willing host companies should contact us at 717-324-3996 or via E-Mail: rickdonahoue@comcast.net**



Lean Enterprise Workshop Series

Introduction: You will gain an overview of the many components of implementing a lean transformation in your organization and gauge your organization's readiness through hands-on assessment.

Lean Culture: Explore the effects of a lean implementation on your employees and learn about the importance of teams. The Kaizen, a team-oriented continuous improvement event will be introduced in this section.

Value Stream Mapping: Learn about value stream mapping and this tool's value for viewing processes and determining potential areas of improvement. Draw a current state map and then learn about concepts to help you improve your future state.

Stability and Process Improvements:: Learn how to improve process stability, achieve demand stability and improve manufacturing process efficiencies..

Just-in-Time: Determine customer demand, standard work, line balancing and many other tools to meet customer demand. Participants will explore the use of a heijunka system to meet customer demand through a hands-on activity.

Measuring: Review the way a lean company measures and align measurements with objectives. Topics include lean accounting, inventory costs, target costs and lead time..

Sustaining: Learn about the long-term changes to sustain the gains made. Topics include lean design, analyzing failures and ensuring ongoing quality control and continuous improvement.



Global Sourcing Workshop Series

Companies and organizations need skilled operations management and supply chain management professionals to keep their businesses favorably positioned in today's intensely competitive global marketplace. The Global Sourcing Workshop Series provides a comprehensive study of the critical tasks and challenges associated with sourcing and procurement internationally.

This workshop series will equip you with the skills to:

- Understand the strategic importance of globalization
- Learn how to prepare for international procurement
- Evaluate potential markets in other countries
- Source global suppliers strategically
- Choose logistics partners correctly
- Address cultural differences

Bring global sourcing world-class practices and thinking to your organization!



Global Sourcing Workshop Series

There are four workshops and one stand-alone Executive Overview in the series:

- Introduction
- Global Suppliers
- Cultural Relationships
- Logistics Requirements

Plus: Six-hour stand-alone Executive Overview workshop



APICS Customer-Focused Supply Chain Management (CFSCM) Course

The new CFSCM course provides non supply chain management professionals with an opportunity to gain an insider's view of supply chain management (SCM).

It offers fundamental knowledge of the functions of SCM and is designed to quickly and effectively educate team members who interact with or support supply chain activities, helping to increase efficiency and generate ideas for improvements.

Benefits to Participants

Participants in this program will:

- Learn the basic terminology used in SCM and be able to more effectively communicate with SCM teams.
- Understand the basic elements of SCM and how improvements in processes and communication can lead to increased overall customer satisfaction and profitability.
- Be more fully integrated as a part of the team supporting the increasingly important SCM function.



APICS Customer-Focused Supply Chain Management (CFSCM) Course

*The targeted audience for this program
is:*

- Human Resources

- Engineering

- Accounting

- Sales/Marketing

- Information Technology

- Customer Service

Training Program	2nd Half 2011
CSCP	8/26, 9/9, 9/23, 10/7, 10/28, and 11/11
CPIM	
Module 1	8/1–3 and 11/14 - 16
Module 2	9/12–9/14
Module 3	10/17–19
Module 4	12/5–7
Module 5	
Materials & Operations Management	On Demand
Inventory Management Workshops	On Demand
Lean Enterprise Workshops Series	
Introduction/Lean Culture	9/16
Value Stream Mapping/Stability and Process	9/30
Just-In-Time/Measuring	10/14
Sustaining	11/4
Global Sourcing Workshop Series	11/7–8
Customer -Focus Supply Chain Management	8/12

All CPIM Classes are offered as three full day blitz classes.
www.apics-lork.com

Training Program	1st Half 2012	2nd Half 2012
CSCP	3/9, 3/23, 4/6, 4/20, 5/4, and 5/18	8/24, 9/14, 9/28, 10/19, 11/2, and 11/16
CPIM		
Module 1	4/23–25	9/17–19
Module 2	1/9–11 and 6/4–6	10/29–31
Module 3	2/20–22	7/16–18 and 12/3–5
Module 4	4/2–4	8/27–29
Module 5	1/16–18 and 5/14–16	10/8–10
Materials & Operations Management	On Demand	On Demand
Inventory Management Workshops	On Demand	On Demand
Lean Enterprise Workshops Series		
Introduction/Lean Culture	5/4	10/26
Value Stream Mapping/Stability and Process	5/25	11/9
Just-In-Time/Measuring	6/1	11/30
Sustaining	6/8	12/14
Global Sourcing Workshop Series	6/21–6/2	
Customer -Focus Supply Chain Management	2/17	

Contact Rick Donahoue at 717-324-3996 or via E-Mail at rickdonahoue@comcast.net for additional information

Investment Information

CSCP—Inclusive of Participant Materials: **\$1400 ***

CPIM—Inclusive of Participant Materials per module:
\$550/module**

Materials and Operations Management inclusive of Participant
Materials per module: **\$500 ***

Inventory Management Workshops: **Workshop cost of \$75
includes all materials. When a participant registers for all five
workshops, or when five (5) or more participants from the
same organization register together for a workshop, each
participant is eligible for a \$10 discount per workshop.**

Lean Enterprise Workshops: **Workshop cost of \$950,
inclusive of the participant materials.**

Global Sourcing Workshop Series: **Workshop cost of \$450,
inclusive of the participant materials**

Customer-Focus Supply Chain Management: **\$275/person**

All training programs are available to be held on-site at a
day and time convenient to your organization or
individuals may register for open enrollment classes (refer
to pages 18 & 19)

For those interested in becoming certified there is an
additional cost for each exam associated with the
certification program.

* Does not include optional text or reference materials
Note: APICS charges additional fee for CPIM & CSCP exams for
certification, the exams are optional

** Includes both breakfast and lunch each day of class

Testimonies

I wanted to thank Rick Donahue and the local APICS Chapter for bringing the APICS CSCP and CPIM college credit opportunity to my attention. Upon learning of the potential opportunity to earn college credits for the 2 APICS certifications I had recently received, I submitted a transcript request to APICS. I then submitted my APICS transcript to a local area college and was granted a total of 15 college credits for my 2 certifications (12 credits for CPIM and 3 credits for CSCP).

The APICS credits have provided me with the motivation I needed to finish my college education. Over the years, I had taken a college class here and there, as my work and personal schedule allowed, and had obtained a total of 74 college credits. The 15 college credits that I earned through APICS has brought my total college credits up to 89 credits, and has energized me to finally get my degree completed. I have enrolled in an adult accelerated degree program and should complete my bachelor degree requirements by the summer 2012.

In addition to the college credits, the concepts learned in CSCP and CPIM have been very relevant to my everyday business life. My company has recently begun stressing Rapid Continuous Improvement (RCI) and is utilizing some of the concepts we studied in CPIM and CSCP, such as kaizen events and pull replenishment. My APICS certifications have allowed me to embrace the changes and make a substantial contribution to a recent inventory reduction project, which represented a \$1.6M inventory reduction cost savings to the company.

Thanks again,

Rich Pugh, CSCP, CPIM

While working for Bosch Security Systems in Lancaster I was given the opportunity to register and complete APICS CPIM blitz classes. During the blitz classes, I learned from Rick Donahoue that receiving my CPIM Certification would count for college credits. When I enrolled in an accelerated degree program, I received 9 college credits towards earning my degree.

The college credit option for APICS CPIM certification was extremely helpful in obtaining my Bachelor of Science in Business Administration degree at Elizabethtown College in Elizabethtown, PA. Applying these credits to my already completed college courses from other schools decreased the amount of time required to finish my degree.

I cannot thank APICS and Rick Donahoue enough for offering curriculum that not only helps me professionally, but academically as well. CPIM Certification has helped me professionally at Bosch. First in Planning, being responsible for sales forecasting and inventory levels at our global Distribution Centers and now currently in Logistics as Traffic Administrator, responsible for all transportation. In continuing my APICS learning, I am currently enrolled in the CSCP Certification Program.

Thank APICS !!

Lean Manufacturing: “Very good class for all levels—management down to employees. I would advise that these two groups take the classes together.”

“I have taken other lean courses and this one was particularly good, especially in terms of being concise.”

“APICS training is a general overview of the manufacturing world. I thought the instructor did an excellent job explaining topics so that I could understand and relate to how they affect my job.”

Once again, the board members of LORK would like to thank you for your interest in the various training venues we offer. We look forward to seeing you at one of the upcoming events, be it training or a PDM meeting. In the event you have any questions or would like additional information please do not hesitate to contact us. Contact information is contained on our web-site at www.apics-lork.org.