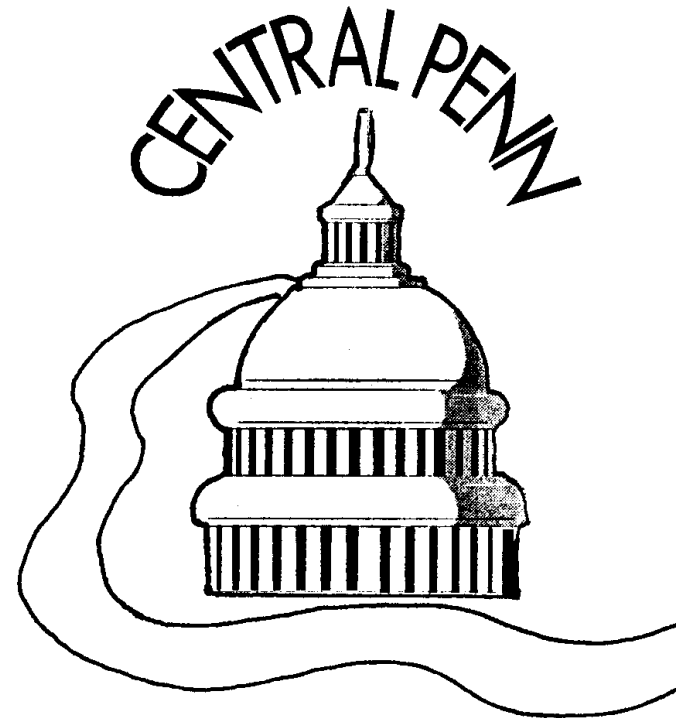


Once again, the board members of Central Penn would like to thank you for your interest in the various training venues we offer. We look forward to seeing you at one of the upcoming events, be it training or a PDM meeting. In the event you have any questions or would like additional information please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

The logo consists of a vertical black line on the left, with a blue square above a red square, and a yellow square below the red square. To the right of the line is a horizontal black line.

APICS CENTRAL PENN CHAPTER

2008 & 2009 TRAINING PROGRAM OFFERINGS



- 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



“APICS always keeps us up to date and challenges us to learn, which this CSCP course surely did. It helps us develop and win the war on keeping the competitive edge in our career and company.”

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.”

If we value the pursuit of knowledge, we must be free to follow wherever that search may lead us. The free mind is not a barking dog, to be tethered on a ten-foot chain.

Adlai E. Stevenson Jr.

Testimonies

APICS CPIMs Earn 21 Percent More

Average compensation of professionals with the APICS CPIM designation is \$97,100; for those not certified, it is \$77,200, according to *Purchasing Magazine* in its readers' 25th annual salary survey. The higher salaries associated with the APICS CPIM designation are a strong indicator of the value employers place on the knowledge attained through the program. Professionals with an APICS CPIM designation provide specialized skills that boost productivity, collaboration, and innovation; positively affect bottom-line profitability; and expertise that leads to greater confidence, recognition, and professional success. If you would like to improve your knowledge of production and inventory management and elevate your earning potential, learn more about the [APICS CPIM program](#). For the complete *Purchasing Magazine* article, read "[2005 Salary Survey: Applause, please](#)," by Susan Avery.

"The Certified Supply Chain Professional program was an excellent, comprehensive program that helped me to evaluate where our organization is in reference to a world class supply chain, and how to chart a course to achieve that goal."

"APICS Certified Supply Chain Professional training course does a good job of unraveling the supply chain management science at work in modern, efficient, and successful supply chains systems. In addition to the certification program that this course is focused at, the training is an excellent course for any manager, supervisor or team leader with hands on involvement in procurement, inventory, warehousing, operations, supplier relations and customer service."

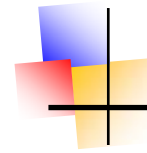
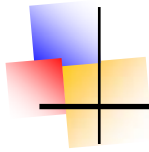


TABLE OF CONTENTS

Introduction to APICS Body of Knowledge	4
Certified Supply Chain Professional (CSCP)	6
Certified Production and Inventory Management (CPIM)	8
Materials and Operations Management	10
Inventory Management Workshops	12
Lean Manufacturing Workshops	14
Lean Operations Principles and Techniques	16
Training Calendar	18
Investment Information	20
Testimonies	22



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.

Available Funding

- **PA state funding link:** www.state.pa.us/papower/cwp/view.asp?A=11&O=457712&pp=3

Adams, Cumberland, Dauphin, Franklin, Juniata, Lebanon, Perry and York counties

Industry Partnership Grants

- \$150,000 grant with \$150,000 local funds; Total: \$300,000 – South Central Workforce Investment Board – Health Care
- \$120,000 grant with \$120,000 local funds; Total: \$240,000 – South Central Workforce Investment Board – Logistics and Transportation
- \$150,000 grant with \$75,000 local funds; Total: \$225,000 – South Central Workforce Investment Board – Building and Construction *Industry Partnership Worker Training Grants*
- \$400,000 grant with \$400,000 local funds; Total: \$800,000 – South Central Workforce Investment Board – Health Care
- \$400,000 grant with \$400,000 local funds; Total: \$800,000 – South Central Workforce Investment Board – Multiple Industries
- \$400,000 grant with \$400,000 local funds; Total: \$800,000 – South Central Workforce Investment Board – Information and Communication
- \$400,000 grant with \$400,000 local funds; Total: \$800,000 – South Central Workforce Investment Board – Advanced Materials and Diversified Manufacturing

- **Other links to available training:** www.paworkforce.state.pa.us/about/cwp/view.asp?a=471&O=151021

Administrators of Webnet Funding:

Harrisburg Area Community College

Manufacturers Association also has training monies available to those who are members of their Association.

Central Penn Chapter of APICS is not affiliated with nor recommends any one source for grant or training monies. This page is included solely as one possible avenue to find funding to off-set the investment of any training you might participate in.

Investment Information

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

CPIM—Inclusive of Participant Materials per module:

\$450 member *

\$480 non-member *

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 Manufacturing Workshops: **Workshop cost of \$145 includes all materials. When a participant registers for all three workshops, or when four (4) or more participants from the same organization register together for a workshop, each participant is eligible for a \$15 discount per workshop.**

Lean Operations Principles and Techniques: **Workshop cost of \$275 includes all materials. When four (4) or more participants from the same organization register together, each participant is eligible for a \$25 discount.**

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



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.

1 st Half 2009	2 nd Half 2009
3/6, 3/20, 4/3, 4/17, 5/1, and May 15	8/28, 9/18, 10/2, 10/16, 10/30, and 11/13
4/14 – 6/16	
1/14 – 3/4	9/15–11/3
1/12 – 3/9 & 4/13 – 6/15	
4/15 – 6/10	9/14–11/9
1/13 – 3/10	9/16–11/11
On Demand	On Demand
On Demand	On Demand
On Demand	On Demand
On Demand	On Demand
1/16	10/9
1/16	10/9
1/30	10/23
1/30	10/23
2/13	11/6
4/24	On Demand
5/22	On Demand
6/19	On Demand
On Demand	11/19–11/20

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

Training Program	2 nd Half 2008
CSCP	8/29, 9/5, 9/26, 10/10, 10/24, and 11/7
CPIM	
Module 1	9/24 – 11/26
Module 2	9/22 – 11/10
Module 3	
Module 4	9/23 – 11/18
Module 5	
Materials & Operations Management	
Inventory Control	On Demand
Planning	On Demand
Manufacturing Control	On Demand
Operations Management	On Demand
Inventory Management Workshops	
Introduction	On Demand
Cycle Counting	On Demand
Distribution	On Demand
MRP/BOM	On Demand
Physical Inventory	On Demand
Lean Manufacturing	
Introduction	On Demand
5S	On Demand
Value Mapping	On Demand
Lean Operations	12/4 – 12/5

All CPIM Classes will be offered in both Lancaster and York. All other class locations will be determined at a later date. Please check our website for detailed information.



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

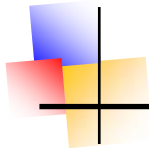
- Understand natural dynamics within the supply chain to optimize performance and profitability
- Evaluate the process constraints and choices within global logistics to establish a plan linked to overall strategy

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.

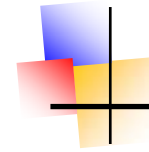
Participant Profile

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.



Lean Operations Principles and Techniques

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.

The workshop topics of this activity-based program include:

Introduction to Just-in-Time concepts

Continuous Improvement Methodologies and Techniques

Statistical Process Control and Pull Signals

Production Considerations and Material Logistics

Planning and Scheduling and Paperwork/Transaction Processes

Human Resource Development and Involvement

Integrating and Applying Different Techniques to Business Processes

Implementation Considerations



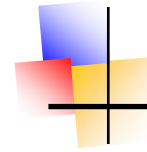
Lean Operations Principles and Techniques

Join us for a highly interactive two-day learning program focusing on Lean Operations Principles and Techniques contained in Just-in-Time business processes.

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

See how the principles and techniques covered in this Lean Operations workshop will help you obtain these four "Rights". 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.



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

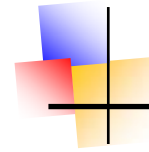
Materials and Operations Management education offers an exciting classroom-based, instructor-led educational opportunity for individuals new to materials and operations management — or professionals working in positions that interact with this field.

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.



Lean Manufacturing Workshops

begin their journey toward lean as well as an intermediate step to emphasize the value of workplace organization and process discipline.

Lean Mapping: This workshop provides seven basic tools for mapping a value stream. It gives a framework and provides practical step-by-step guidance to recognizing value streams and developing current-state maps, future-state maps, and the associated action plans.

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



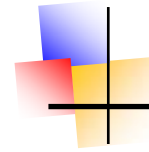
Lean Manufacturing Workshops

In today's business climate, there is an increased need to reduce costs, increase speed to market, and improve the bottom line. As a result, more and more companies are turning to lean manufacturing to assist them in achieving these objectives.

This highly interactive series of three workshops is geared toward helping you to develop and implement valuable techniques for managing and eliminating waste often found within our organizations. Each workshop includes hands-on exercises and will provide participants with valuable information and tools to improve 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!

Introduction to Lean: This workshop presents procedures and tools that companies use to identify and eliminate waste to become lean. It also covers such topics as the transparent workplace, lean process improvement, lean product development, just-in-time, controlling processes, and continuous improvement.

5 S: This workshop provides a foundation for delivering high-quality products and services in the right quantity at the right time to satisfy customer needs. It's a perfect starting point for companies to



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.



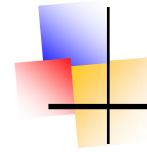
INVENTORY MANAGEMENT WORKSHOPS

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.